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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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OCTOBER 1986 SALES FOR THE METAL TREATING INDUSTRY DECREASE 0.9% FROM THE OCTOBER 1985 FIGURES

The October 1986 sales total amounted to $42.6 million, down slightly from $43.0 million in October 1985. However, October billings are up 16.2% from August 1986, the lowpoint for the year.

The Commercial Heat Treating Industry showed a year-to-date decline of 1.4%. Industry-wide, total billings for the January-October period were $401.7 million, compared to $407.5 million in 1985.

Three of the nine MTI districts declined from their October 1985 performance. Four districts were below their 1985 year-to-date sales.

A summary of percentage change by geographic regions follows:

	District	Oct 86 vs. Oct 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	8.2	10.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	-10.2	- 6.3
3	South Central (W.PA-OH-IN-KY)	5.4	4.7
4	Michigan	- 6.7	- 4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.9	7.9
6	North Central (IL-WI-MN-MO-IA)	1.4	- 4.8
7	Pacific Coast (CA-AZ-ORE-WASH)	2.3	1.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-23.3	-26.5
9	Canada	11.5	9.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1986

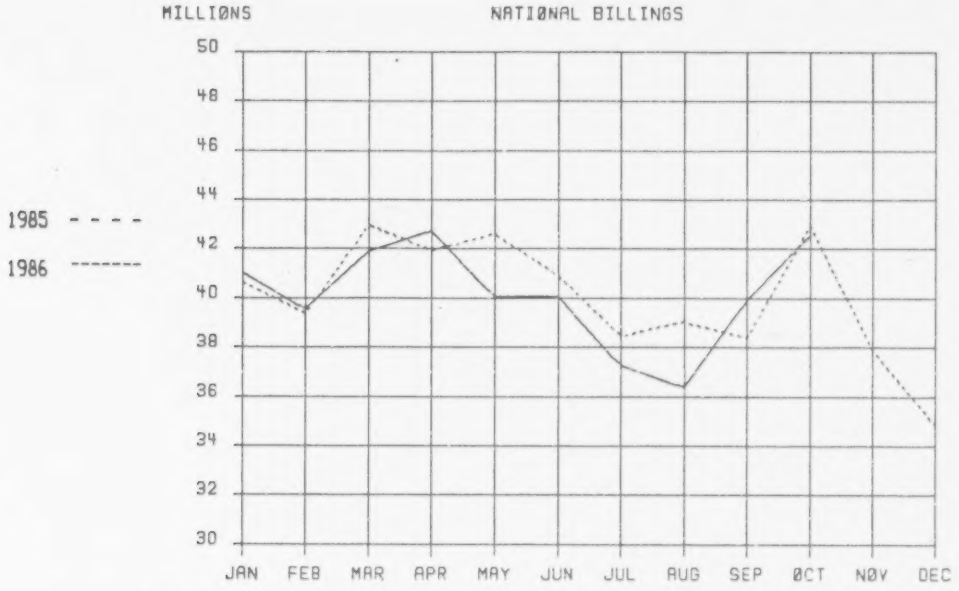
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	42953.1	42583.9	- 0.9	100.0	100.0
Dist. 1	17	3341.7	3615.7	8.2	7.8	8.5
Dist. 2	44	5199.8	4669.3	-10.2	12.1	11.0
Dist. 3	60	7735.5	8156.8	5.4	18.0	19.2
Dist. 4	33	6045.7	5637.9	- 6.7	14.1	13.2
Dist. 5	23	2234.6	2276.2	1.9	5.2	5.3
Dist. 6	49	7278.5	7383.3	1.4	16.9	17.3
Dist. 7	41	5867.4	6001.3	2.3	13.7	14.1
Dist. 8	25	2908.5	2231.4	-23.3	6.8	5.2
Dist. 9	16	2341.4	2611.8	11.5	5.5	6.1
Foreign	11					

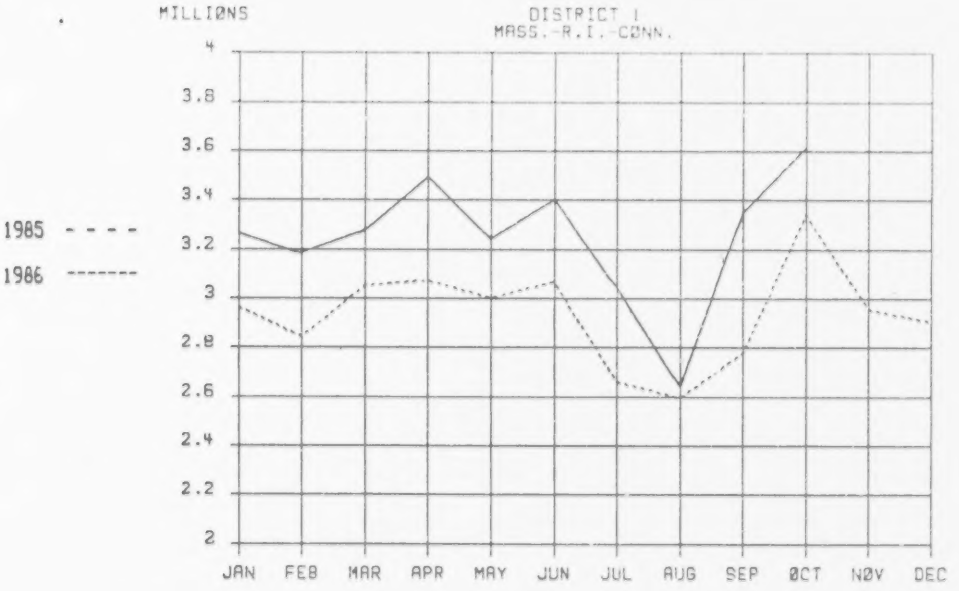
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	407473.8	401658.7	- 1.4	100.0	100.0
Dist. 1	29393.9	32527.7	10.7	7.2	8.1
Dist. 2	46978.4	44028.5	- 6.3	11.5	11.0
Dist. 3	72168.4	75545.2	4.7	17.7	18.8
Dist. 4	57564.0	55216.9	- 4.1	14.1	13.7
Dist. 5	21302.1	22988.2	7.9	5.2	5.7
Dist. 6	72056.1	68616.4	- 4.8	17.7	17.1
Dist. 7	56720.7	57332.9	1.1	13.9	14.3
Dist. 8	29993.1	22053.2	-26.5	7.4	5.5
Dist. 9	21297.2	23349.2	9.6	5.2	5.8

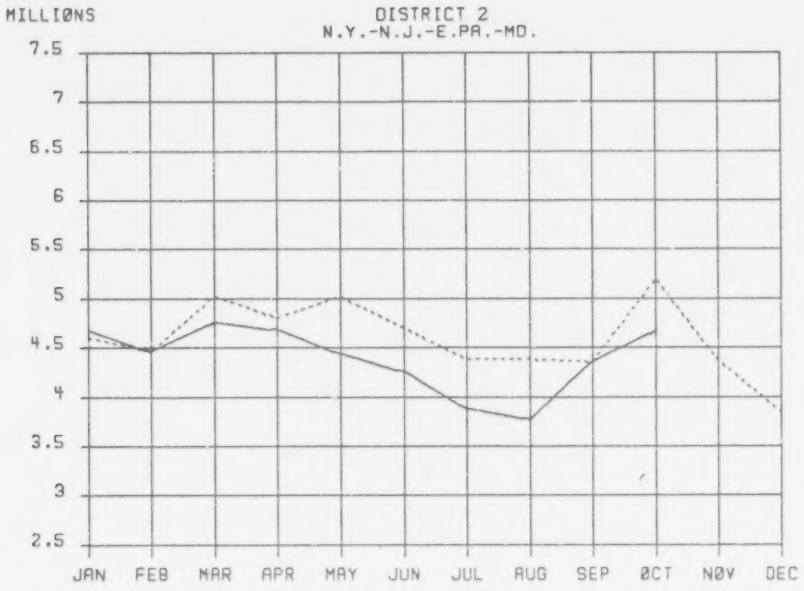
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



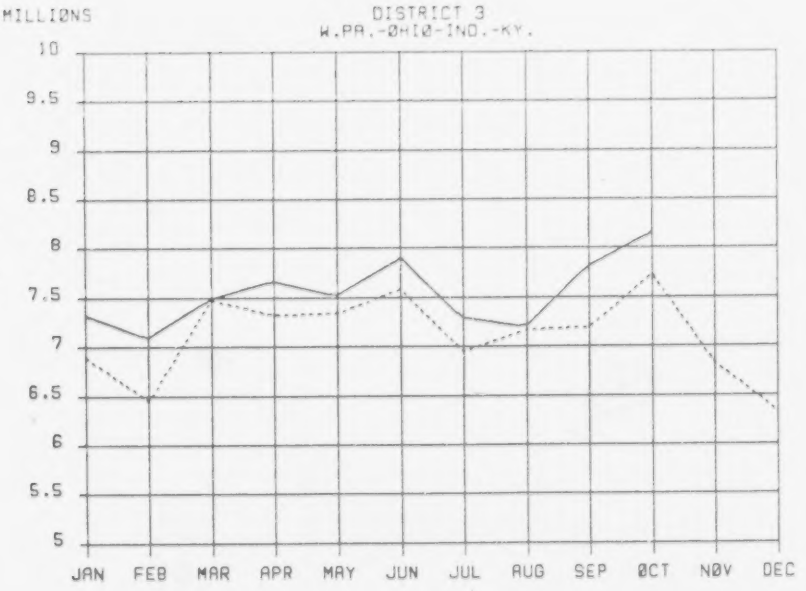
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	1.0	0.5	-2.5	1.9	-6.0	-2.1	-3.1	-6.8	3.9	-0.9		
% Change Cumulative	1.0	0.7	-0.4	0.2	-1.1	-1.2	-1.5	-2.1	-1.5	-1.4		



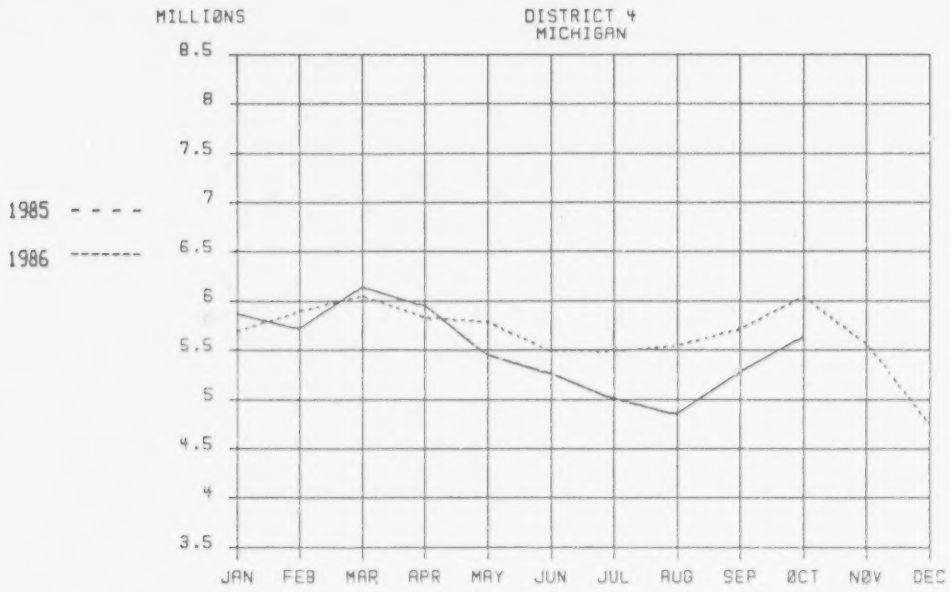
Gain or Loss	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5	8.2		
% Change Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7		



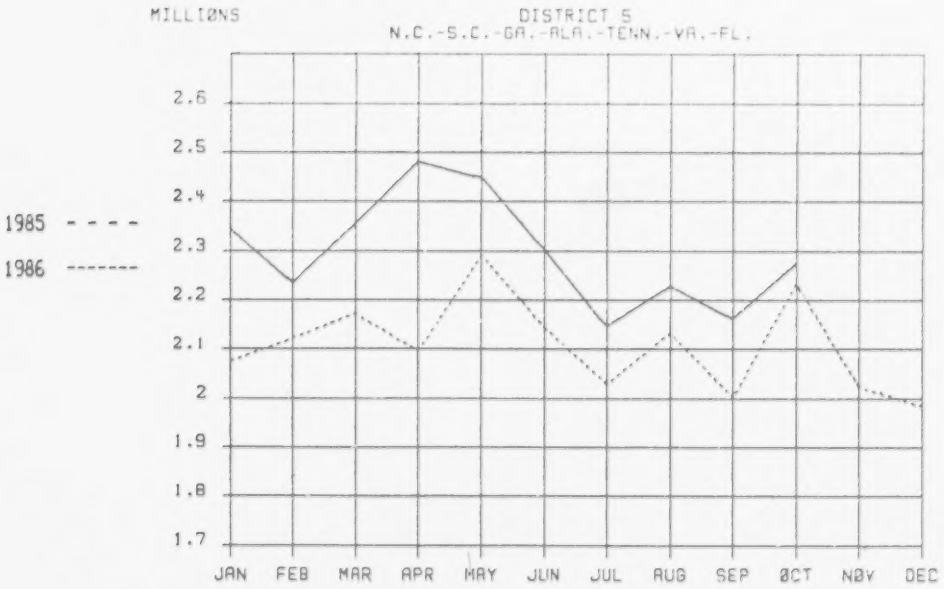
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2	-10.2		
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8	- 6.3		



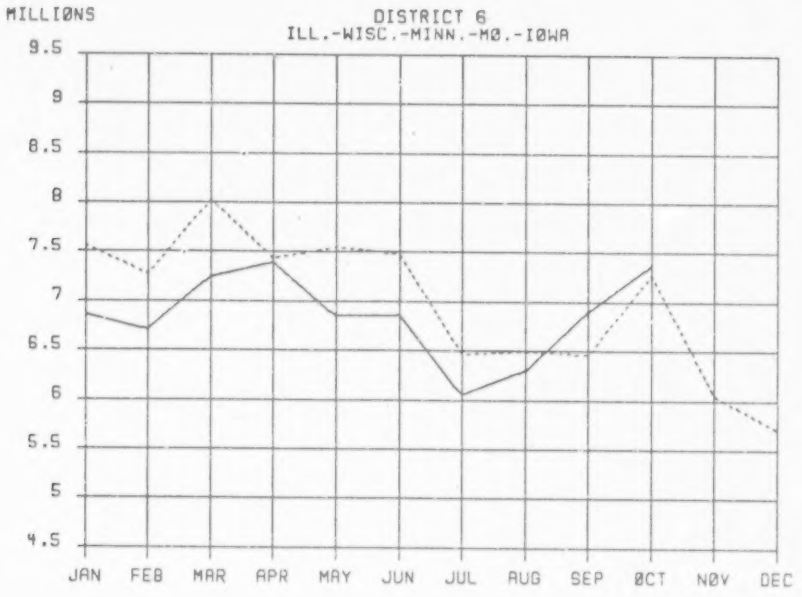
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4		
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7		



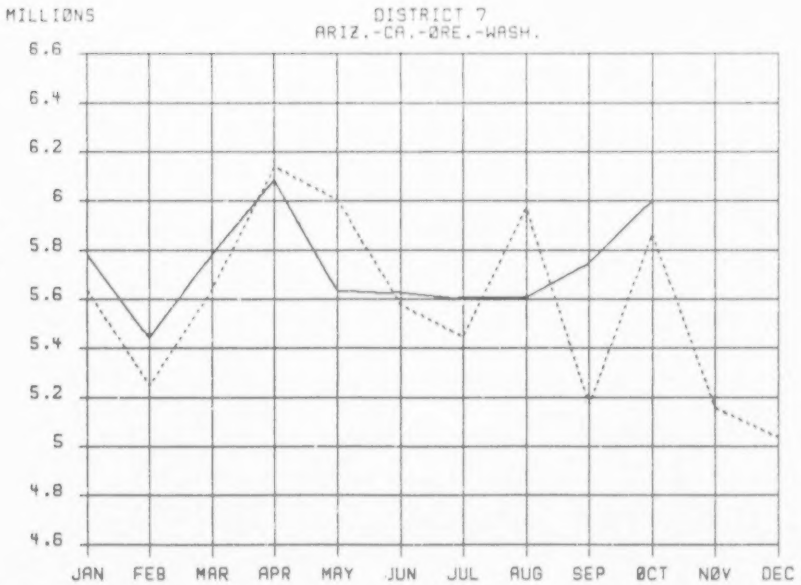
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	- 7.6	- 6.7		
% Change	Cumulative	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	- 3.3	- 3.8	- 4.1		



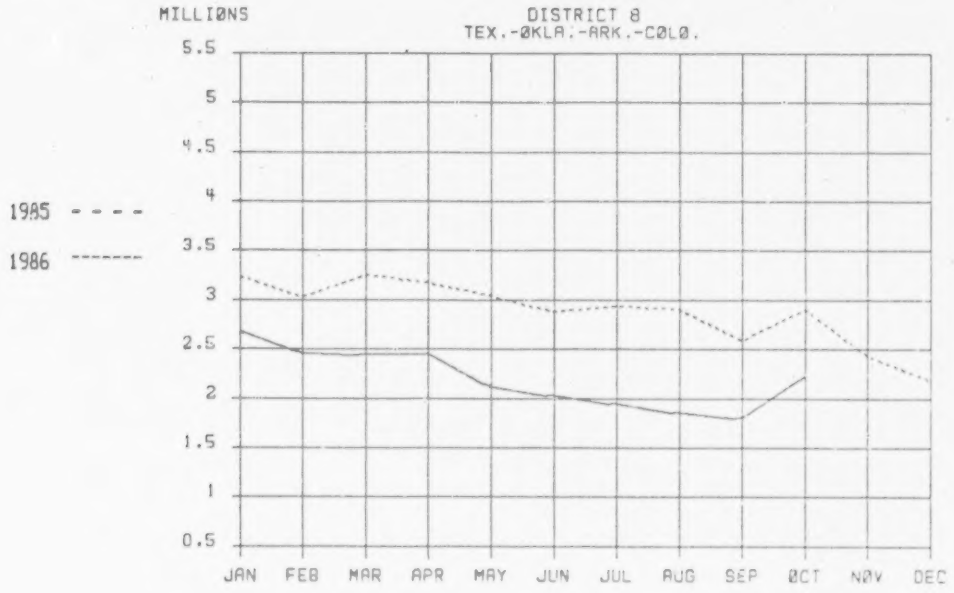
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9		
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9		



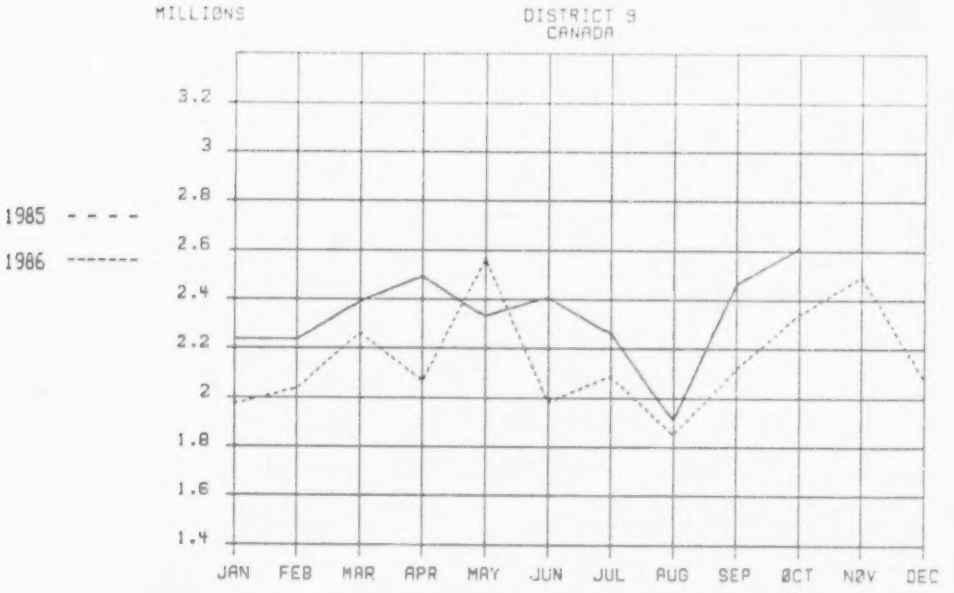
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4		
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.5	3.7	2.6	-0.9	-6.2	0.8	2.9	-6.0	-11.1	2.3		
% Change	Cumulative	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	0.9	1.1		



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3		
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8	-26.5		



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5		
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6		

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NOVEMBER 1986 BILLINGS FOR THE METAL TREATING INDUSTRY DOWN 5.4% FROM THE NOVEMBER 1985 FIGURES

The November 1986 sales total amounted to $35.9 million, compared to $37.9 million for November 1985. November's performance is also down 15.8% from October 1986.

For the year, Commercial Heat Treaters have declined 1.8% in billings from the 1985 total. 1986 sales amount to $437.8 million compared to $445.6 million in 1985.

Three MTI districts recorded small sales gains over their November 1986 performance. Five districts lost ground. In the year-to-date comparisons, four districts saw a decline in sales.

A summary of percentage change by geographic regions follows:

	District	Nov 86 vs. Nov 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	- 0.4	9.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 8.4	- 6.5
3	South Central (W.PA-OH-IN-KY)	0.0	4.3
4	Michigan	-17.8	- 5.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.0	7.4
6	North Central (IL-WI-MN-MO-IA)	0.3	- 4.4
7	Pacific Coast (CA-AZ-ORE-WASH)	0.7	1.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-28.4	-26.6
9	Canada	- 3.2	8.3

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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1986

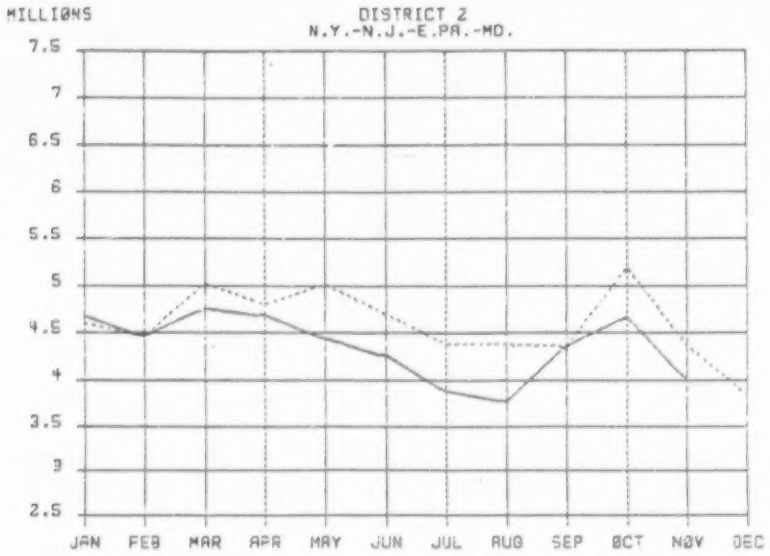
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	37913.0	35864.5	- 5.4	100.0	100.0
Dist. 1	17	2958.5	2945.8	- 0.4	7.8	8.2
Dist. 2	44	4370.0	4003.6	- 8.4	11.5	11.2
Dist. 3	60	6827.8	6825.7	0.0	18.0	19.0
Dist. 4	33	5566.4	4577.4	-17.8	14.7	12.8
Dist. 5	23	2024.7	2065.2	2.0	5.3	5.8
Dist. 6	49	6052.7	6069.6	0.3	16.0	16.9
Dist. 7	41	5182.6	5219.5	0.7	13.7	14.6
Dist. 8	25	2434.8	1742.3	-28.4	6.4	4.9
Dist. 9	16	2495.6	2415.5	- 3.2	6.6	6.7
Foreign	11					

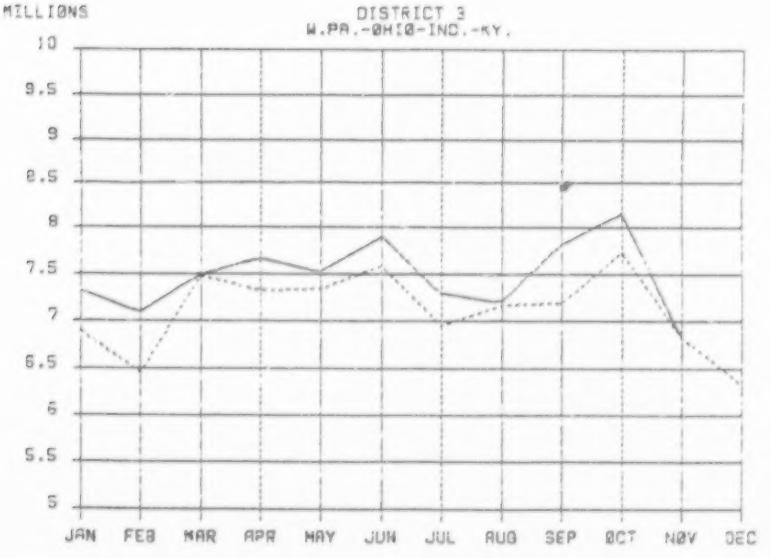
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	445617.8	437769.8	- 1.8	100.0	100.0
Dist. 1	32352.4	35473.5	9.6	7.3	8.1
Dist. 2	51348.3	48032.1	- 6.5	11.5	11.0
Dist. 3	78996.2	82370.8	4.3	17.7	18.8
Dist. 4	63130.4	59792.4	- 5.3	14.2	13.7
Dist. 5	23326.8	25053.4	7.4	5.2	5.7
Dist. 6	78108.8	74686.0	- 4.4	17.5	17.1
Dist. 7	62134.2	62800.9	1.1	13.9	14.3
Dist. 8	32427.9	23795.5	-26.6	7.3	5.4
Dist. 9	23792.8	25765.2	8.3	5.3	5.9

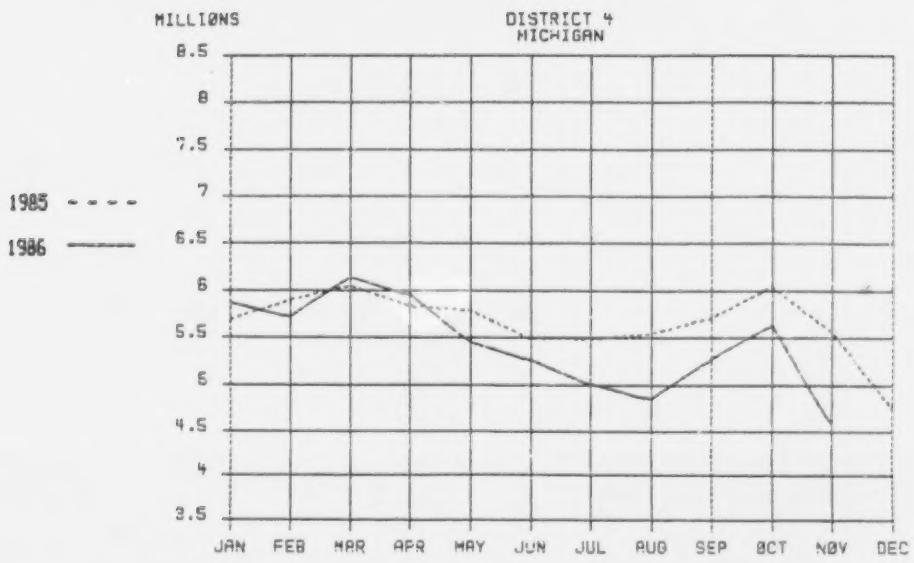
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



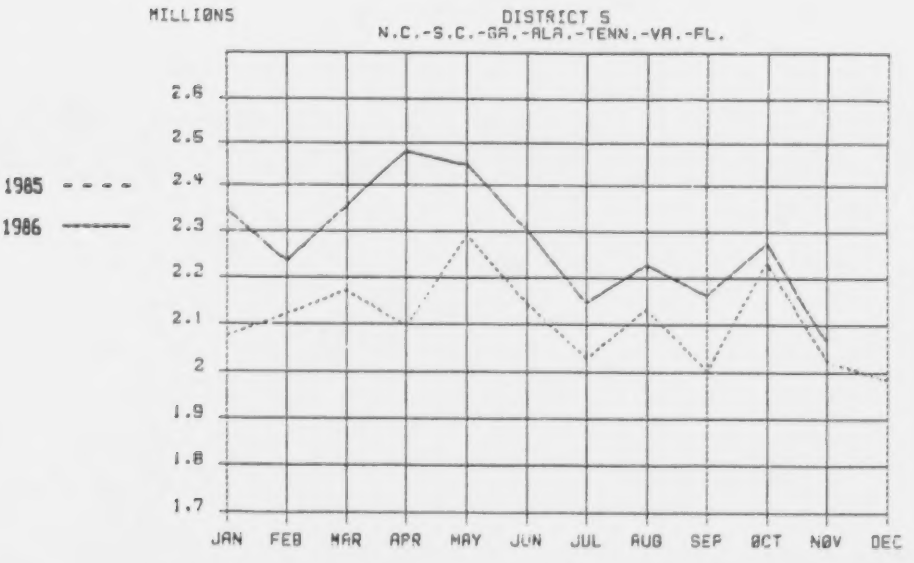
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2	-10.2	- 8.4	
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8	- 6.3	- 6.5	



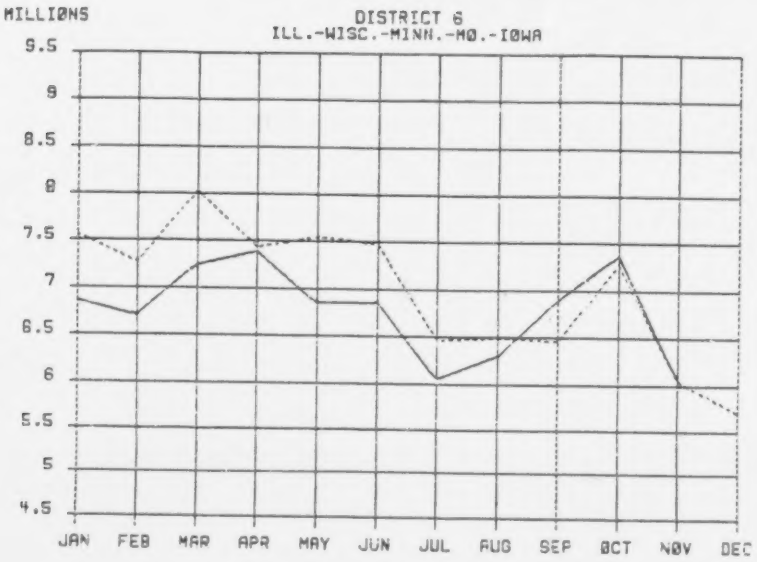
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4	0.0	
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7	4.3	



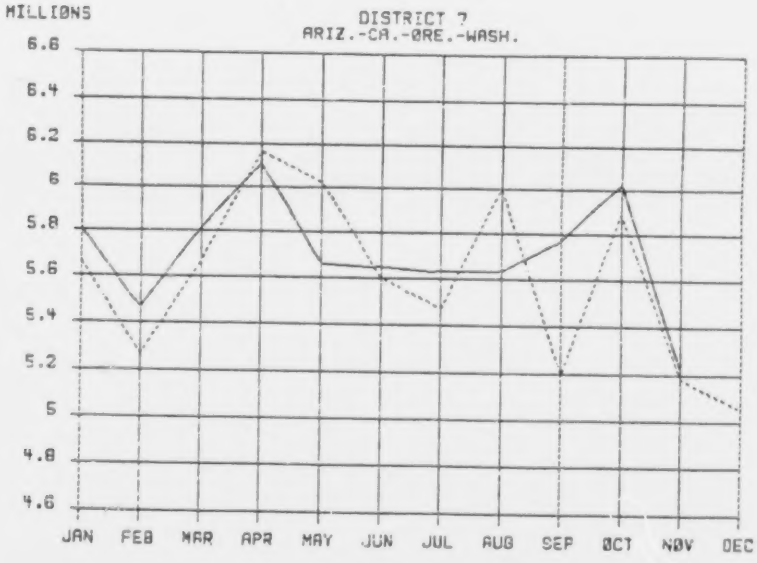
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	- 7.6	- 6.8	-17.8	
% Change	Cumulative	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	- 3.3	- 3.8	- 4.1	- 5.3	



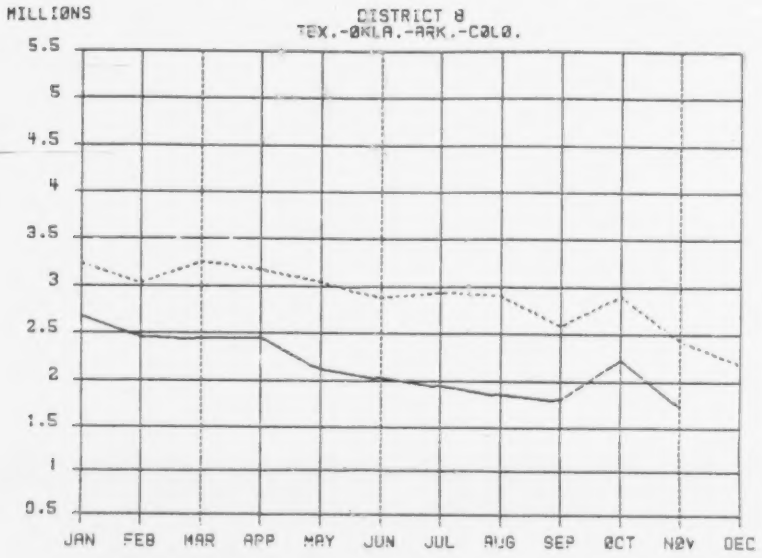
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9	2.0	
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9	7.4	



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4	0.3	
	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8	-4.4	



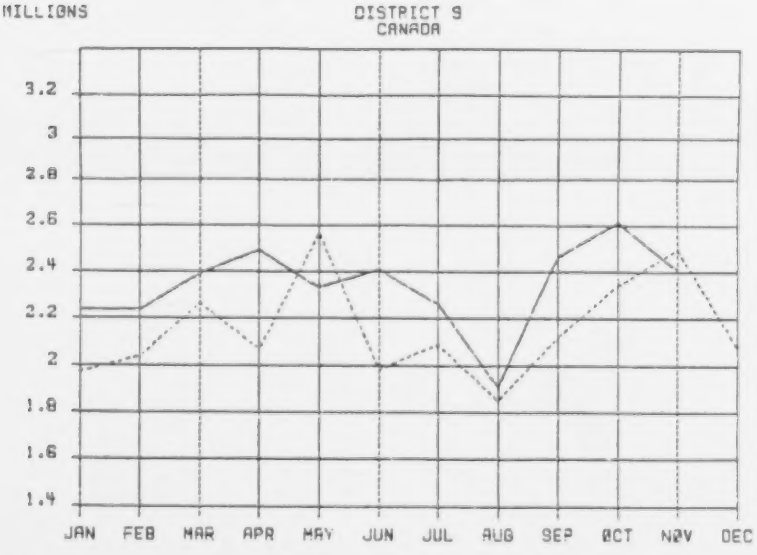
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	2.5	3.8	2.6	-0.9	-6.1	0.8	2.9	-6.0	-11.1	2.4	0.7	
	Cumulative	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	1.0	1.1	1.1	



1985 - - - -

1986 ———

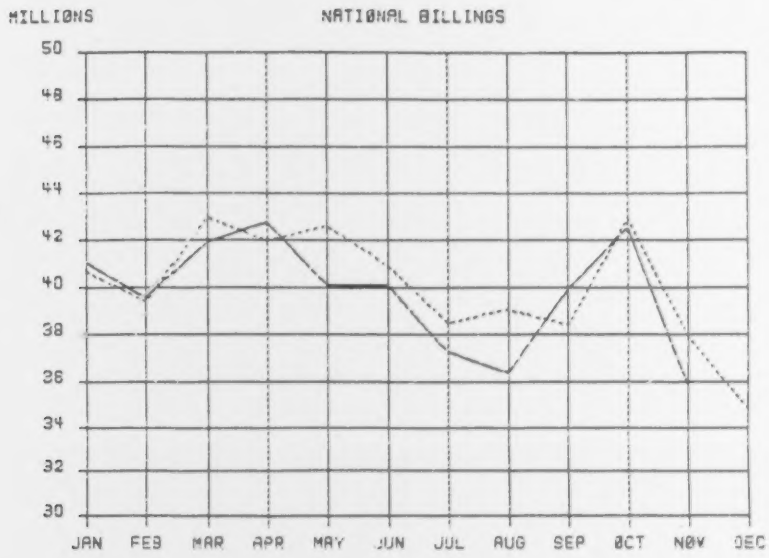
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3	-28.4	
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8	-26.5	-26.6	



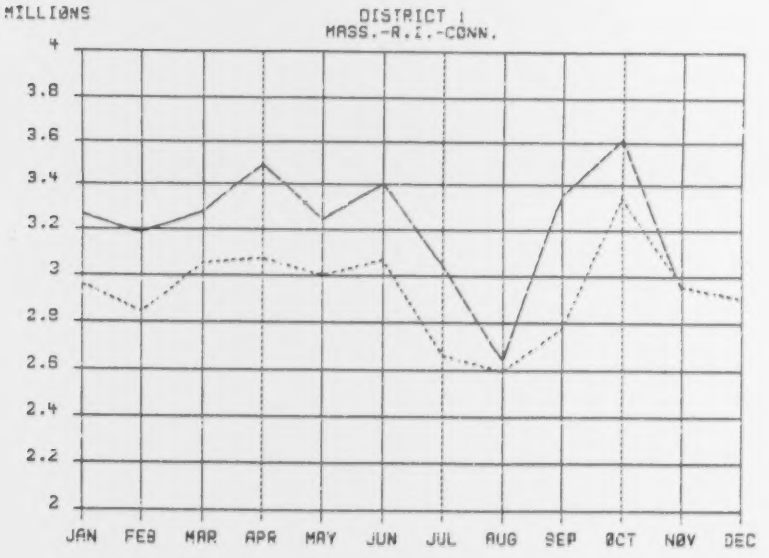
1985 - - - -

1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5	-3.2	
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6	8.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.5	-2.5	1.9	-5.9	-2.1	-3.1	-6.8	3.9	-0.8	-5.4	
% Change	Cumulative	1.0	0.7	-0.4	0.2	-1.1	-1.2	-1.5	-2.1	-1.5	-1.4	-1.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	4.8	20.5	8.2	- 0.4	
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7	9.6	

A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448

1986 SALES FOR COMMERCIAL HEAT TREATERS OFF 1.4% FROM THE 1985 TOTAL

Total billings for calendar year 1986 amounted to $472.9 million, down from $479.6 million in 1985. Year-to-year comparisons for the past four years appear below:

1986	- 1.4%
1985	4.9%
1984	31.0%
1983	- 4.1%

Metal Treating Industry billings for December were $36.2 million, up 4.0% from the December 1985 figure of $34.8 million.

Two MTI districts experienced delcines from December 1985. For the year, four districts performed below 1985's billings total.

A summary of percentage change by geographic regions follows:

	District	Dec 86 vs. Dec 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	1.7	9.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.5	- 5.8
3	South Central (W.PA-OH-IN-KY)	9.6	4.7
4	Michigan	- 0.4	- 4.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	9.0	7.5
6	North Central (IL-WI-MN-MO-IA)	8.1	- 3.5
7	Pacific Coast (CA-AZ-ORE-WASH)	4.3	1.0
8	Southwest (TX-OK-AR-CO-LA-UT)	-15.1	-25.9
9	Canada	5.5	8.1

2/3/87 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1986

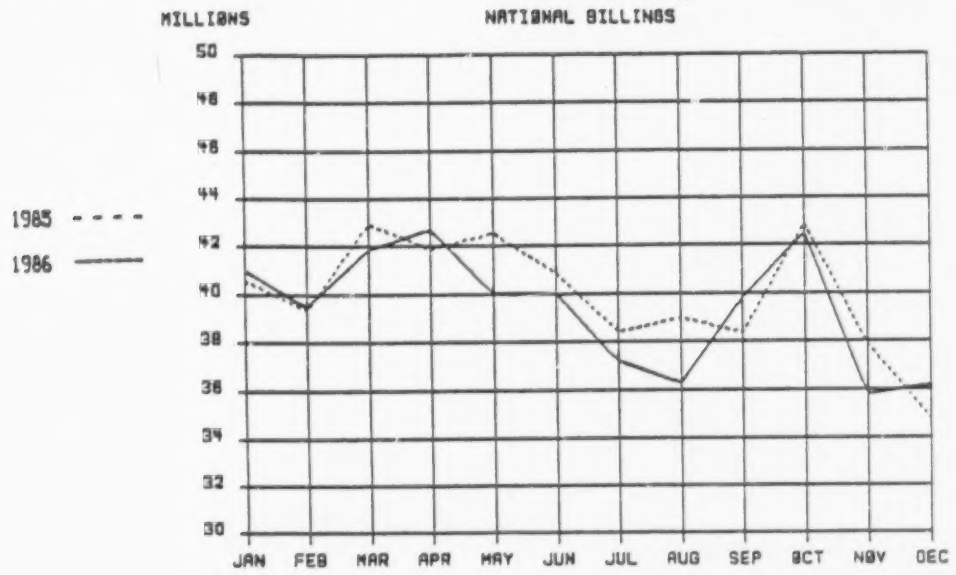
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	34789.4	36164.1	4.0	100.0	100.0
Dist. 1	17	2908.4	2958.7	1.7	8.4	8.2
Dist. 2	44	3846.7	3941.4	2.5	11.1	10.9
Dist. 3	60	6338.2	6945.2	9.6	18.2	19.2
Dist. 4	33	4754.2	4533.6	- 0.4	13.7	13.1
Dist. 5	23	1985.1	2164.7	9.0	5.7	6.0
Dist. 6	49	5714.6	6179.7	8.1	16.4	17.1
Dist. 7	41	4973.7	5189.3	4.3	14.3	14.3
Dist. 8	25	2190.8	1859.5	-15.1	6.3	5.1
Dist. 9	16	2077.8	2192.0	5.5	6.0	6.1
Foreign	11					

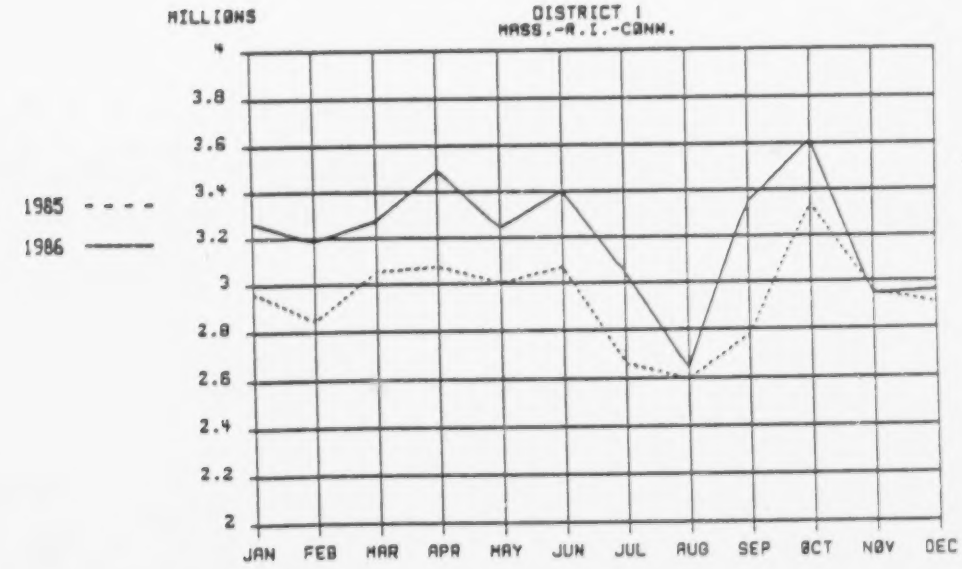
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	479600.5	472933.6	- 1.4	100.0	100.0
Dist. 1	35260.8	38432.2	9.0	7.4	8.1
Dist. 2	55195.0	51973.5	- 5.8	11.5	11.0
Dist. 3	85334.4	89316.0	4.7	17.8	18.9
Dist. 4	67884.5	64526.0	- 4.9	14.2	13.6
Dist. 5	25312.0	27218.1	7.5	5.3	5.8
Dist. 6	83823.4	80865.7	- 3.5	17.5	17.1
Dist. 7	66301.3	66989.8	1.0	13.8	14.2
Dist. 8	34618.7	25655.0	-25.9	7.2	5.4
Dist. 9	25870.5	27957.2	8.1	5.4	5.9

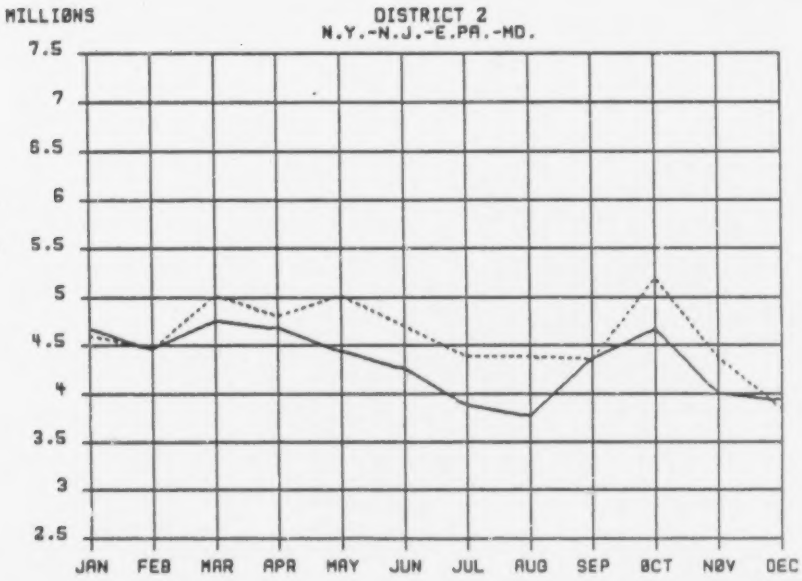
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



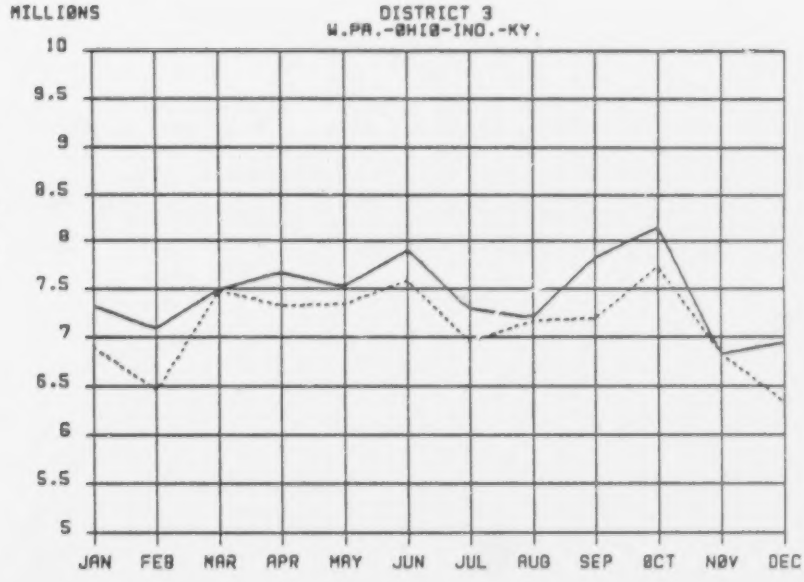
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.0	0.4	-2.6	1.9	-5.9	-2.1	-3.1	-6.9	3.8	-0.9	-5.5	4.0
% Change	Cumulative	1.0	0.7	-0.5	0.1	-1.1	-1.3	-1.5	-2.2	-1.5	-1.5	-1.8	-1.4



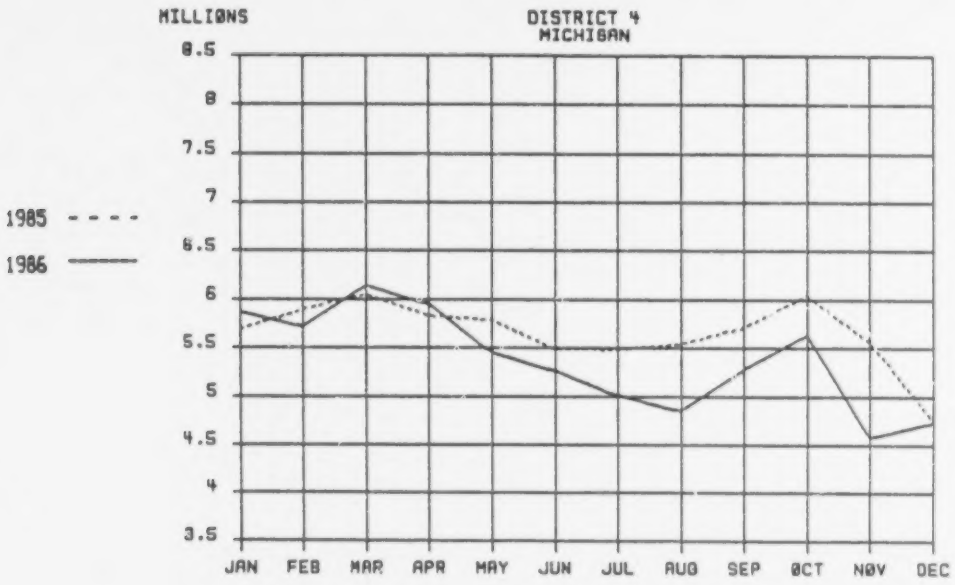
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5	8.2	- 0.4	1.7
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7	9.6	9.0



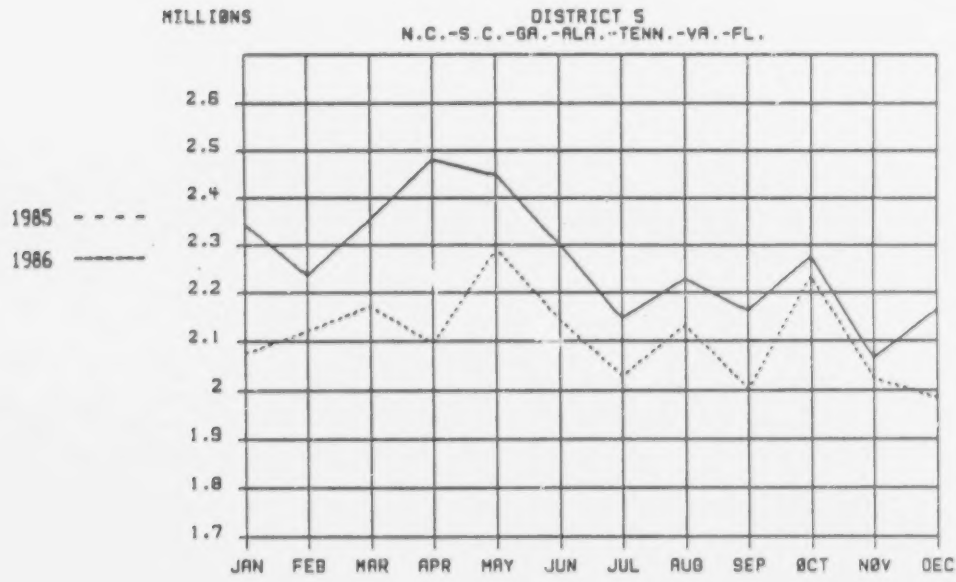
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-11.4	-13.8	0.2	-10.2	- 8.4	2.5
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.5	- 6.5	- 5.8	- 6.3	- 6.5	-5.8



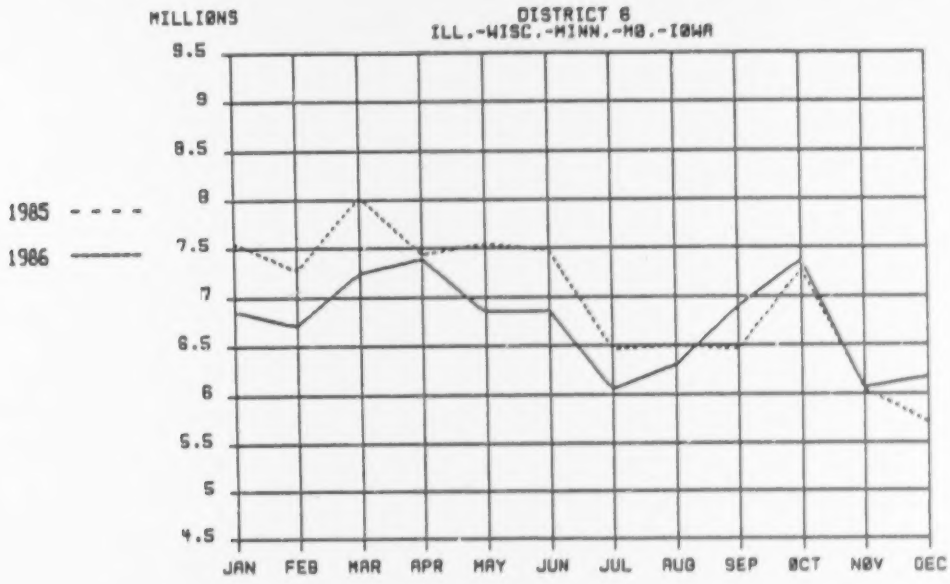
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4	0.0	9.6
% Change	Cumulative	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7	4.3	4.7



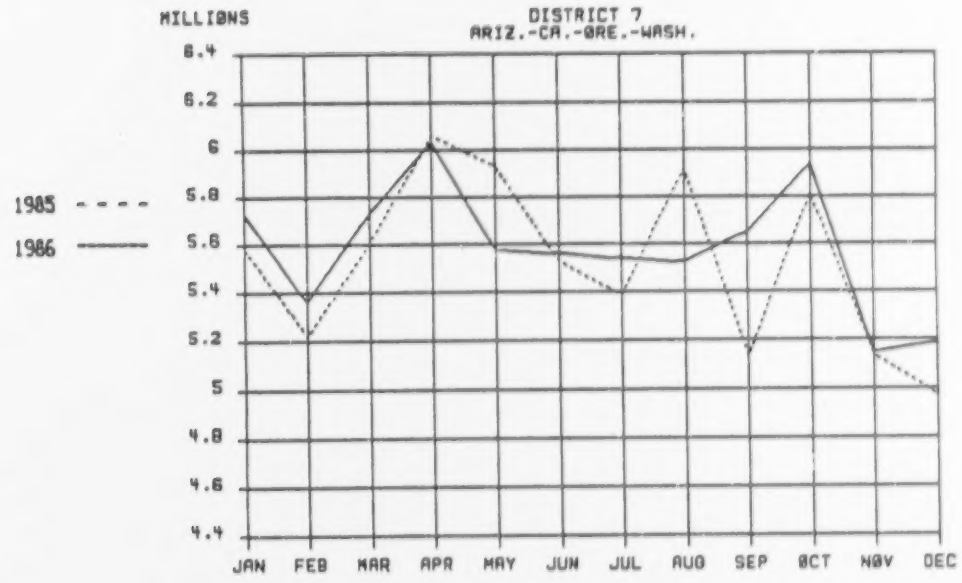
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	- 7.6	- 6.8	-17.8	-0.4
% Change	Cumulative	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	- 3.3	- 3.8	- 4.1	- 5.3	-4.9



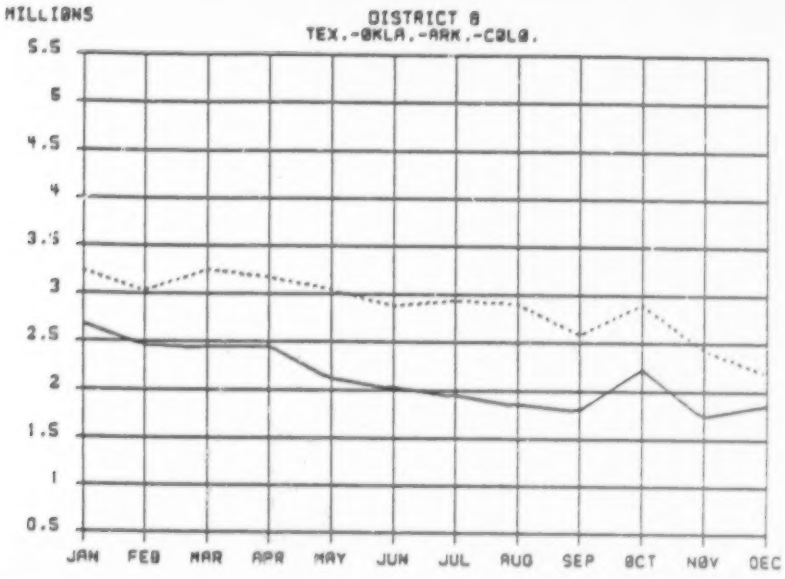
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9	2.0	9.0
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9	7.4	7.5



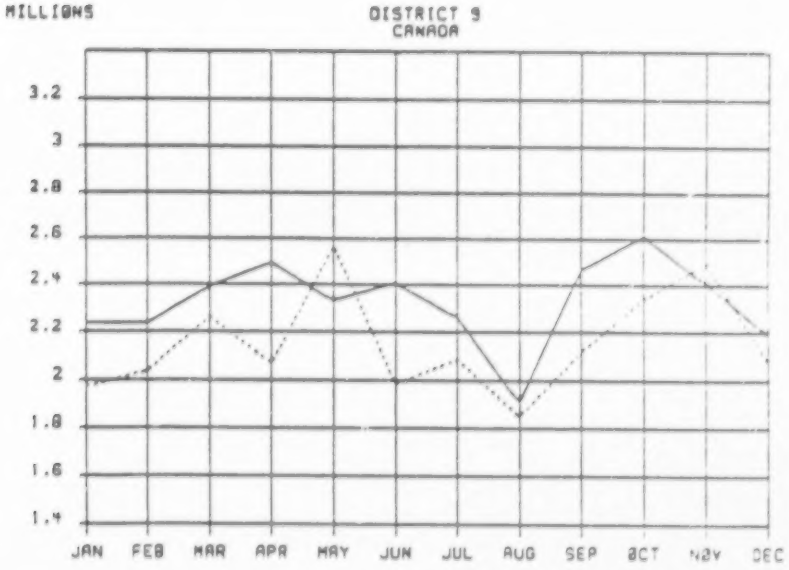
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4	0.3	8.1
Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8	-4.4	-3.5



Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	2.6	2.7	2.2	-0.5	-6.0	0.6	2.8	-6.7	10.0	2.2	0.2	4.3
Cumulative	2.6	2.7	2.5	1.7	0.1	0.2	0.5	-0.4	0.7	0.8	0.8	1.0



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3	-28.4	-15.1
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-26.5	-26.8	-26.5	-26.6	-25.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5	-3.2	5.5
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6	8.3	8.1

3/10/87 A6376-1

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METAL TREATING INDUSTRY OFF 6.6% FROM JANUARY 1986 SALES PERFORMANCE

Billings for January 1987 amounted to $38.3 million, down from the January 1986 figure of $41.0 million.

January 1987 sales were an improvement of 5.9% over December and 6.8% over November of 1986.

All but two MTI districts declined from January 1986 levels.

A summary of percentage change by geographic regions follows:

	District	Jan 87 vs. Jan 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 8.4	- 8.4
2	Middle Atlantic (NY-NJ-E. PA-MD)	-19.3	-19.3
3	South Central (W. PA-OH-IN-KY)	- 0.1	- 0.1
4	Michigan	-11.3	-11.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 5.1	- 5.1
6	North Central (IL-WI-MN-MO-IA)	1.3	1.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 3.7	- 3.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-28.0	-28.0
9	Canada	5.4	5.4

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1987

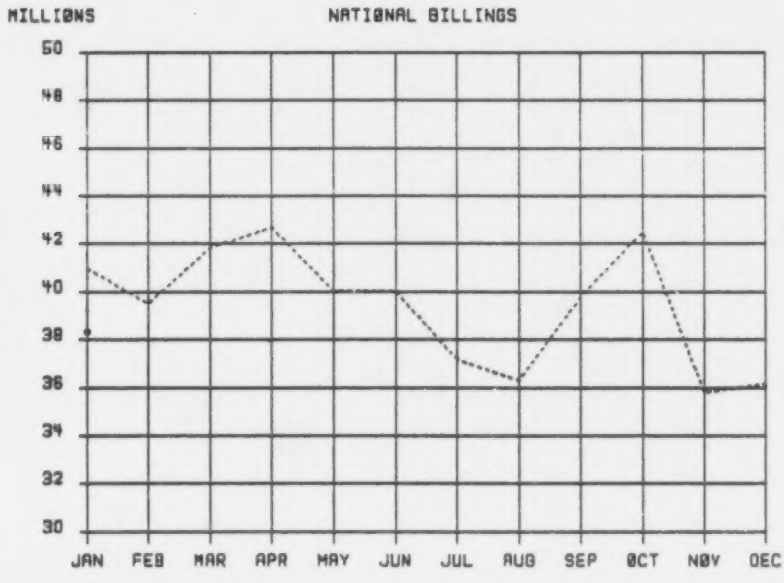
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	319	41007.1	38290.3	- 6.6	100.0	100.0
Dist. 1	17	3265.4	2989.6	- 8.4	8.0	7.8
Dist. 2	44	4684.6	3781.2	-19.3	11.4	9.9
Dist. 3	60	7326.3	7320.4	- 0.1	17.9	19.1
Dist. 4	33	5875.5	5311.4	-11.3	14.3	13.6
Dist. 5	23	2344.7	2226.3	- 5.1	5.7	5.8
Dist. 6	49	6866.8	6955.7	1.3	16.7	18.2
Dist. 7	41	5727.2	5516.8	- 3.7	14.0	14.4
Dist. 8	25	2679.4	1930.5	-28.0	6.5	5.0
Dist. 9	16	2237.1	2358.5	5.4	5.5	6.2
Foreign	11					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	41007.1	38290.3	- 6.6	100.0	100.0
Dist. 1	3265.4	2989.6	- 8.4	8.0	7.8
Dist. 2	4684.6	3781.2	-19.3	11.4	9.9
Dist. 3	7326.3	7320.4	- 0.1	17.9	19.1
Dist. 4	5875.5	5211.4	-11.3	14.3	13.6
Dist. 5	2344.7	2226.3	- 5.1	5.7	5.8
Dist. 6	6866.8	6955.7	1.3	16.7	18.2
Dist. 7	5727.2	5516.8	- 3.7	14.0	14.4
Dist. 8	2679.4	1930.5	-28.0	6.5	5.0
Dist. 9	2237.1	2358.5	5.4	5.5	6.2

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

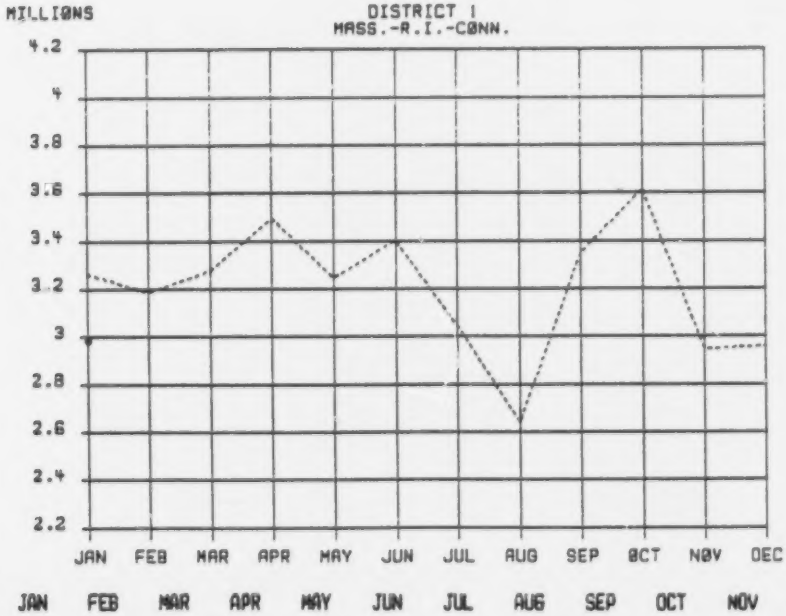


1986 - - - -

1987 ———

PLEASE NOTE: January, 1987 performance is noted with a "dot" on the line marked for January.

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6											
% Change	Cumulative	-6.6											

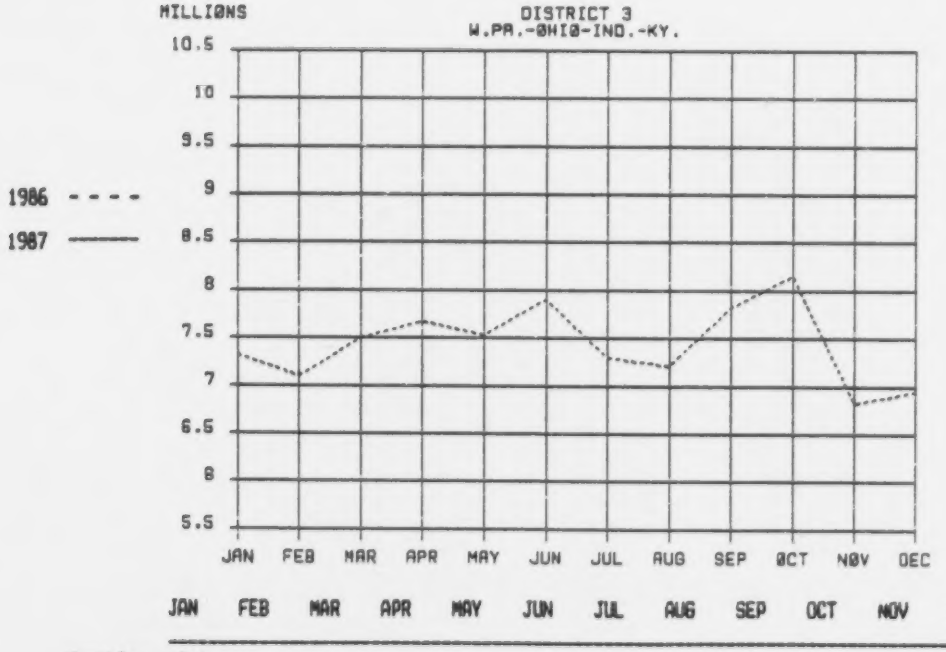


1986 - - - -

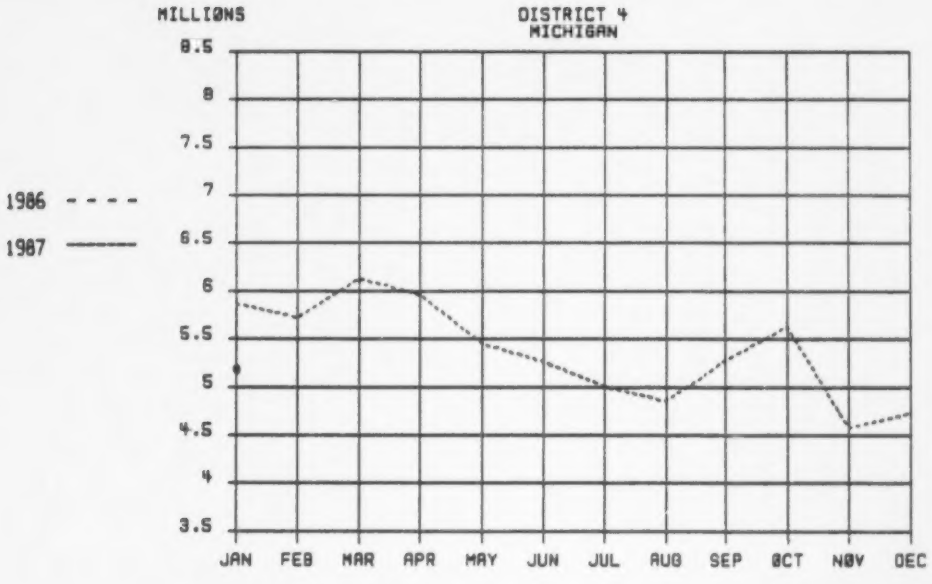
1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.4											
% Change	Cumulative	-8.4											

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.3											
% Change	Cumulative	-19.3											



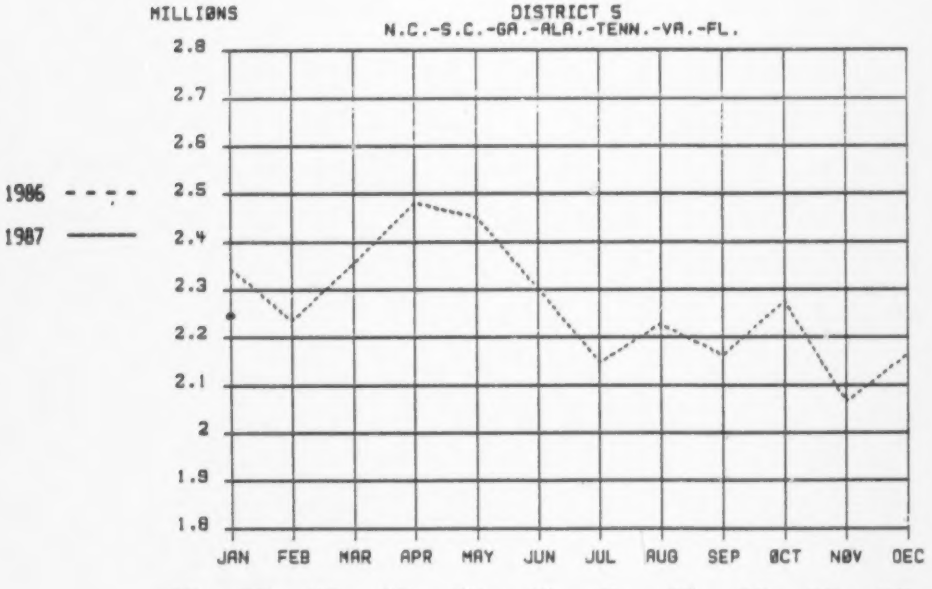
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1											
% Change	Cumulative	-0.1											



1986 - - - -

1987 ———

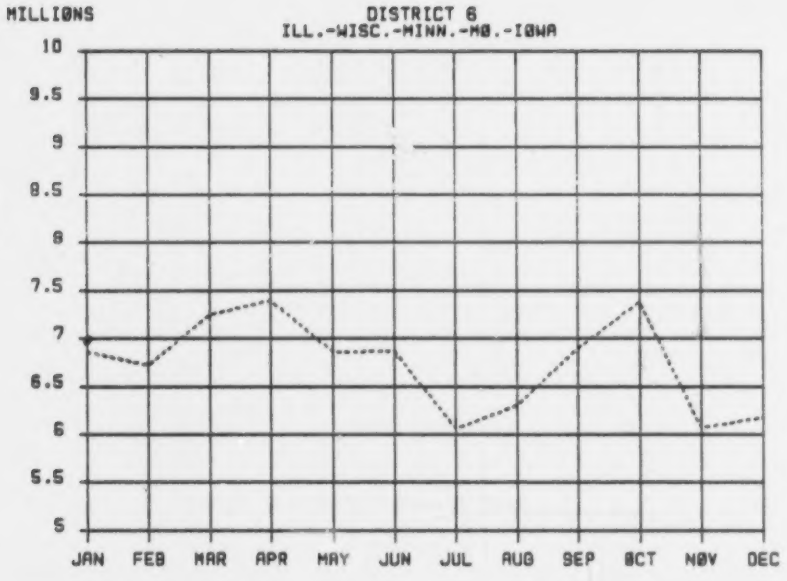
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3											
% Change	Cumulative	-11.3											



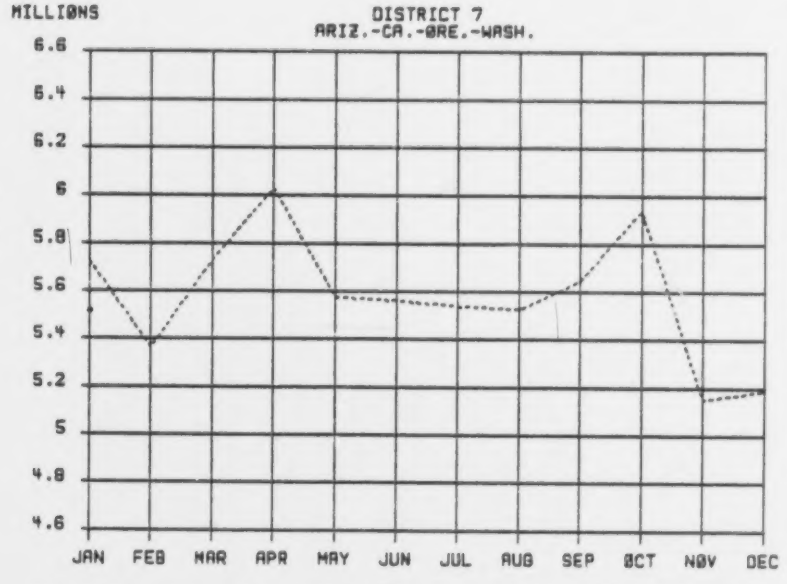
1986 - - - -

1987 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1											
% Change	Cumulative	-5.1											



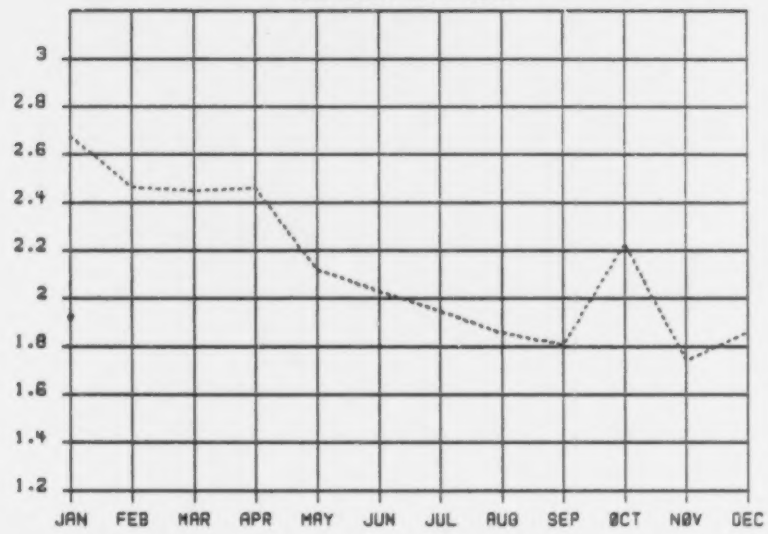
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3											
% Change	Cumulative	1.3											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7											
% Change	Cumulative	-3.7											

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.

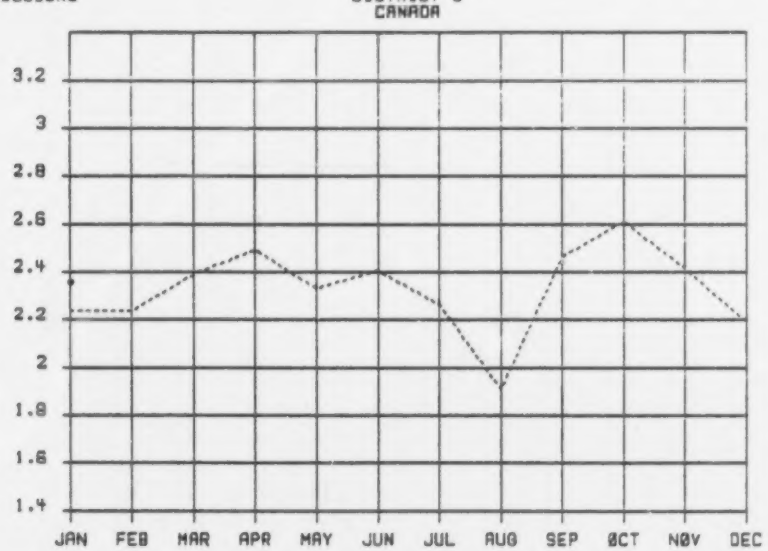


1986 - - - -
1987 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0										
% Change	Cumulative	-28.0										

MILLIONS

DISTRICT 9
CANADA



1986 - - - -
1987 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.4										
% Change	Cumulative	5.4										

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FEBRUARY 1987 BILLINGS FOR METAL TREATING INDUSTRY
RISE 1.9% OVER FEBRUARY 1986 TOTAL

Sales for Commercial Heat Treaters were $40.5 million in February 1987, up from the February 1986 figure of $39.7 million.

February's billings also amounted to a 12.8% increase over November's total -- the lowpoint for 1986.

Industry-wide, for the first two months of 1987 sales amounted to $79.0 million, off 2.4% from the 1986 total for this period of $80.9 million.

Four MTI districts experienced a decline from their February 1986 performance. Six districts are down for the year-to-date when compared to 1986.

A summary of percentage change by geographic regions follows:

	District	Feb 87 vs. Feb 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 0.4	- 3.4
2	Middle Atlantic (NY-NJ-E. PA-MD)	- 9.5	-14.5
3	South Central (W. PA-OH-IN-KY)	6.9	3.3
4	Michigan	- 1.5	- 6.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.0	- 0.6
6	North Central (IL-WI-MN-MO-IA)	9.7	5.8
7	Pacific Coast (CA-AZ-ORE-WASH)	2.3	- 0.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-13.2	-20.9
9	Canada	10.1	5.8

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1987

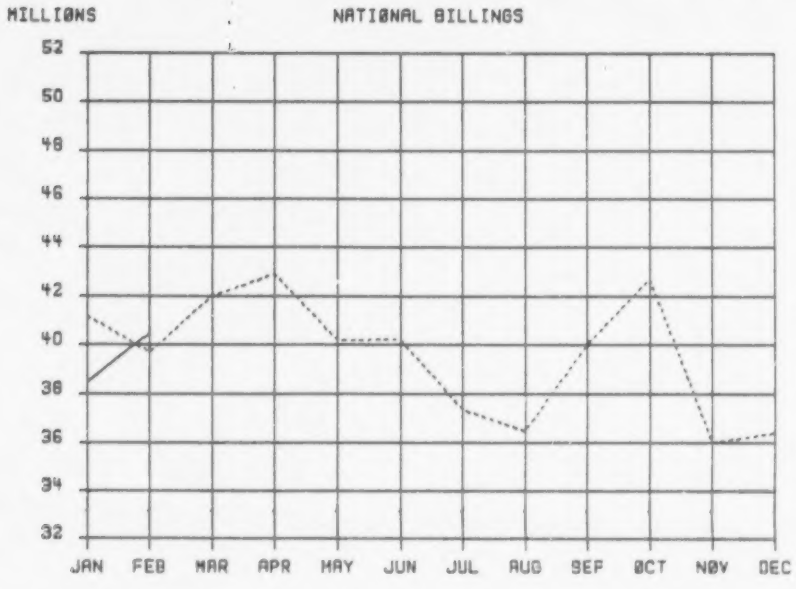
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	319	39711.1	40470.0	1.9	100.0	100.0
Dist. 1	17	3186.5	3175.1	- 0.4	8.0	7.8
Dist. 2	44	4476.4	4052.9	- 9.5	11.3	10.0
Dist. 3	60	7100.8	7588.1	6.9	17.9	18.7
Dist. 4	33	5726.6	5642.1	- 1.5	14.4	13.9
Dist. 5	23	2235.4	2325.8	4.0	5.6	5.7
Dist. 6	49	6613.5	7256.7	9.7	16.7	17.9
Dist. 7	41	5365.0	5488.7	2.3	13.5	13.6
Dist. 8	25	2462.7	2138.3	-13.2	6.2	5.3
Dist. 9	16	2544.3	2802.3	10.1	6.4	6.9
Foreign	11					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	80916.3	78981.8	- 2.4	100.0	100.0
Dist. 1	6451.9	6230.8	- 3.4	8.0	7.9
Dist. 2	9161.0	7834.1	-14.5	11.3	9.9
Dist. 3	14427.1	14908.5	3.3	17.8	18.9
Dist. 4	11602.0	10853.5	- 6.5	14.3	13.7
Dist. 5	4580.1	4552.1	- 0.6	5.7	5.8
Dist. 6	13379.2	14153.0	5.8	16.5	17.9
Dist. 7	11092.2	11005.4	- 0.8	13.7	13.9
Dist. 8	5142.2	4068.8	-20.9	6.4	5.2
Dist. 9	5080.6	5375.5	5.8	6.3	6.8

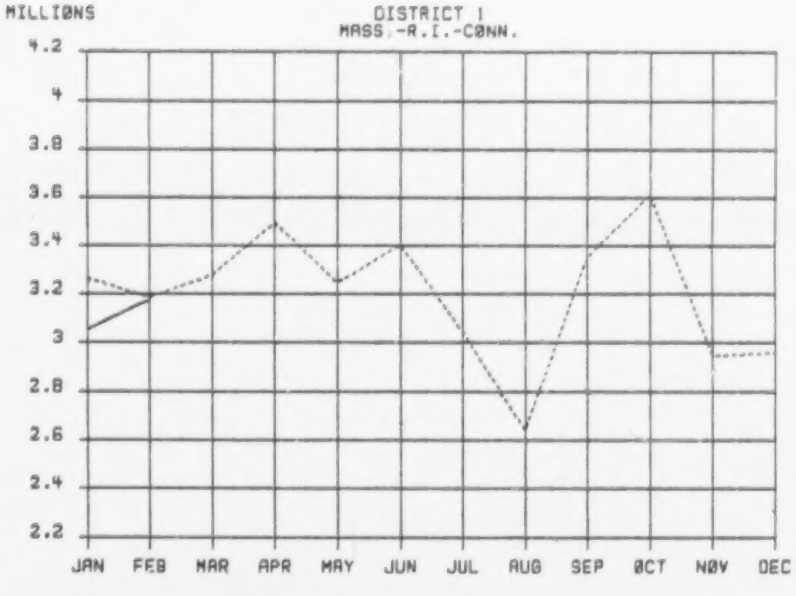
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



1986 - - - -

1987 ———

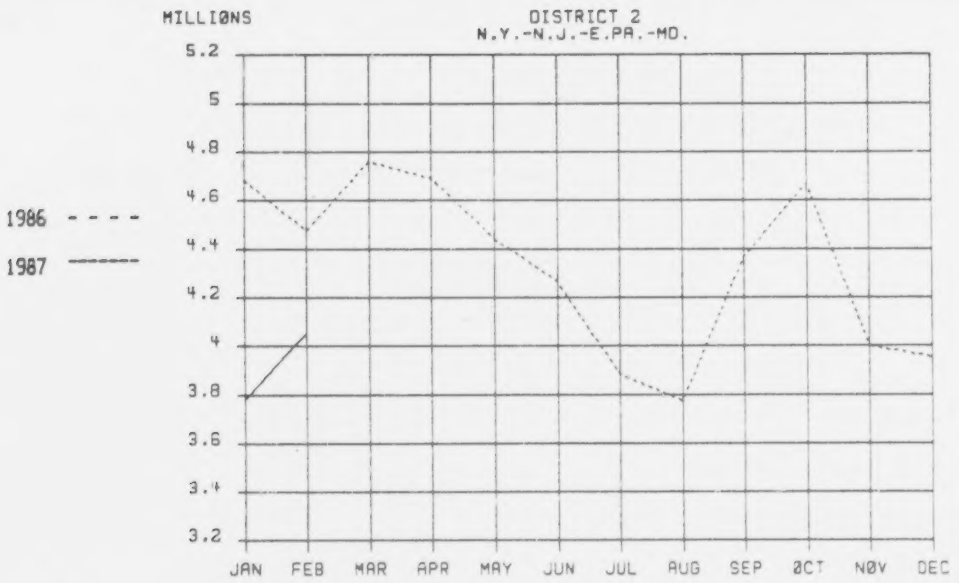
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.5	1.9										
% Change	Cumulative	-6.5	-2.4										



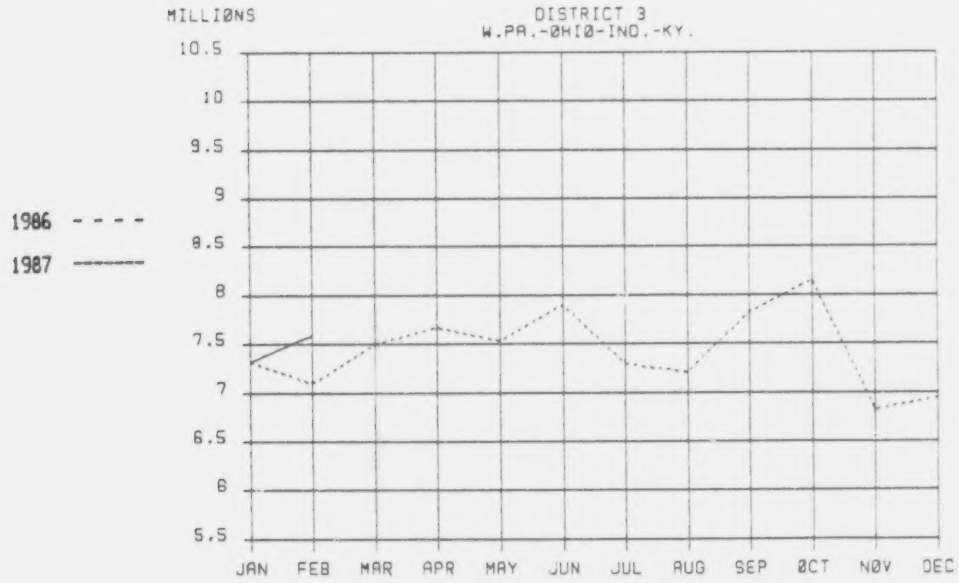
1986 - - - -

1987 ———

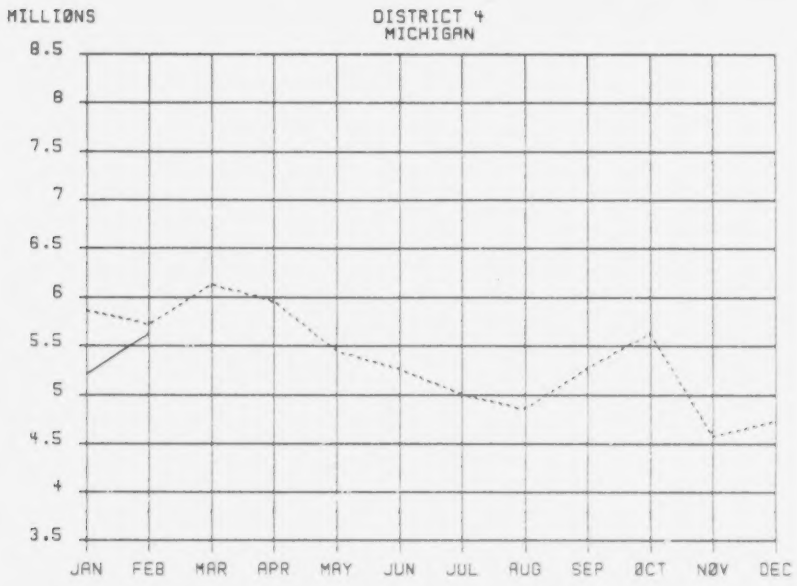
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4										
% Change	Cumulative	-6.4	-3.4										



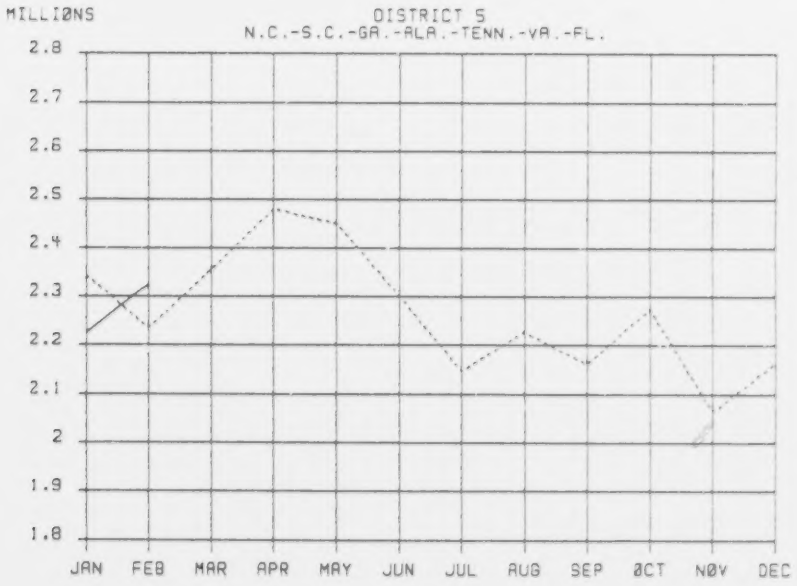
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.3	- 9.5										
% Change	Cumulative	-19.3	-14.5										



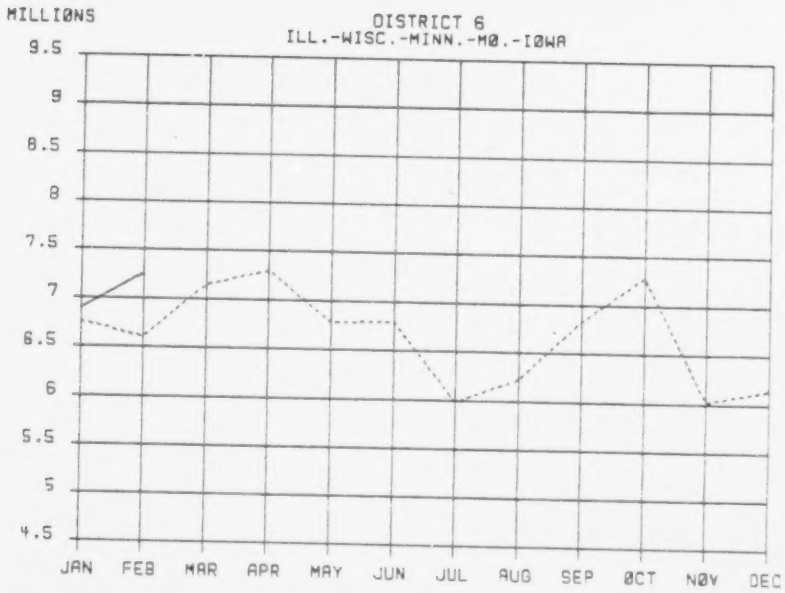
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9										
% Change	Cumulative	-0.1	3.3										



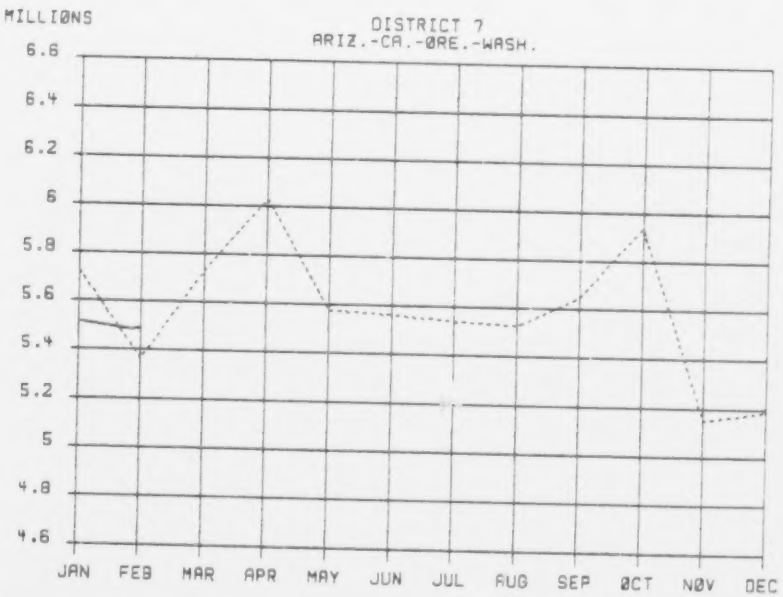
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3	- 1.5										
% Change	Cumulative	-11.3	- 6.5										



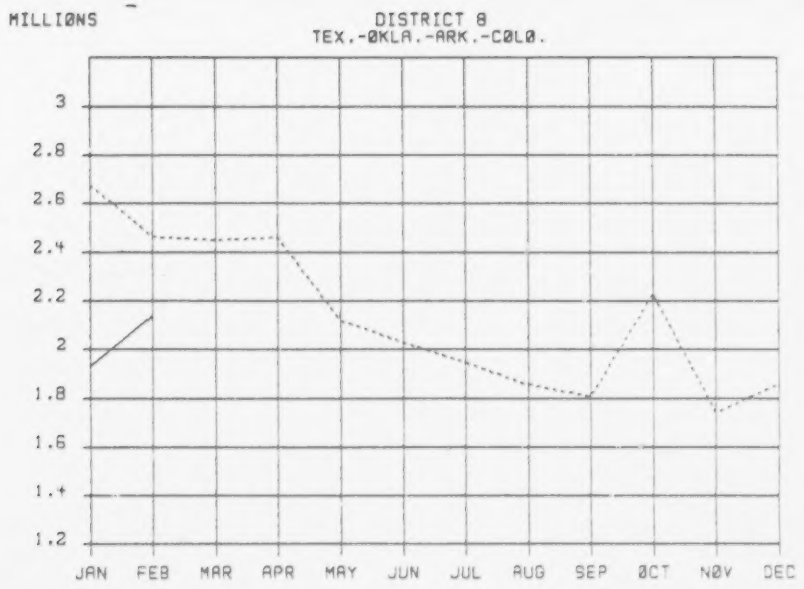
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0										
% Change	Cumulative	-5.1	-0.6										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.9	9.7										
% Change	Cumulative	1.9	5.8										



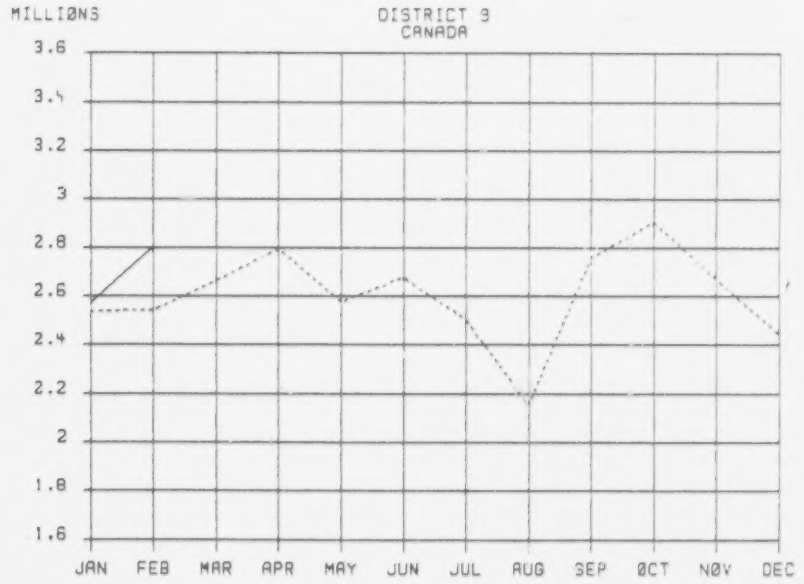
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.3										
% Change	Cumulative	-3.7	-0.8										



1986 - - - -

1987 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2										
% Change	Cumulative	-28.0	-20.9										



1986 - - - -

1987 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	10.1										
% Change	Cumulative	1.5	5.8										

5/11/87 AG376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

MARCH 1987 BILLINGS FOR COMMERCIAL HEAT TREATERS EXCEED PREVIOUS MONTH BY 7.9%

Total sales for the month reached $45.5 million, compared to a total of $42.1 million for March, 1985.

The March 1986 performance is the highest single month total in the past three and one-half years. (see note)

Industry-wide, billings for the first quarter of 1987 reached $124.6 million, up 1.1% from $123.2 million recorded in this period in 1986.

Eight MTI districts recorded gains over March 1986.

(Note: Current statistician's records begin with Sept. 1983.)

A summary of percentage change by geographic regions follows:

	District	Mar 87 vs. Mar 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	8.0	0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.8	- 9.2
3	South Central (W.PA-OH-IN-KY)	9.3	5.4
4	Michigan	- 0.7	- 4.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.3	2.4
6	North Central (IL-WI-MN-MO-IA)	15.5	8.9
7	Pacific Coast (CA-AZ-ORE-WASH)	14.7	4.5
8	Southwest (TX-OK-AR-CO-LA-UT)	0.1	-14.1
9	Canada	6.8	6.1

METAL TREATING INSTITUTE
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JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1987

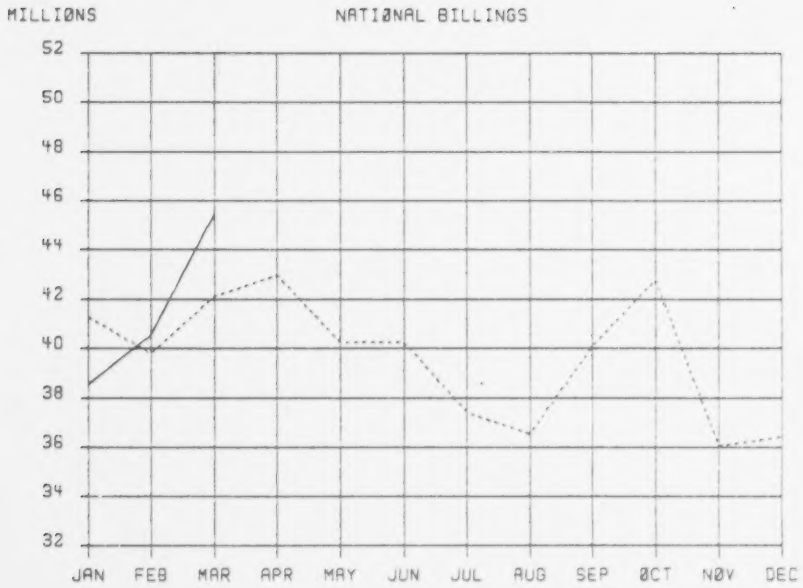
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	319	42126.9	45469.2	7.9	100.0	100.0
Dist. 1	17	3276.6	3540.1	8.0	7.8	7.8
Dist. 2	44	4761.9	4846.9	1.8	11.3	10.7
Dist. 3	60	7500.8	8194.8	9.3	17.8	18.0
Dist. 4	33	6138.6	6094.0	- 0.7	14.6	13.4
Dist. 5	23	2355.2	2551.7	8.3	5.6	5.6
Dist. 6	49	7250.6	8374.1	15.5	17.2	18.4
Dist. 7	41	5730.8	6571.8	14.7	13.6	14.5
Dist. 8	25	2449.6	2451.9	0.1	5.8	5.4
Dist. 9	16	2662.9	2843.7	6.8	6.3	6.3
Foreign	11					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	123253.0	124583.9	1.1	100.0	100.0
Dist. 1	9728.6	9770.9	0.4	7.9	7.8
Dist. 2	13922.8	12648.6	- 9.2	11.3	10.2
Dist. 3	21927.9	23103.3	5.4	17.8	18.5
Dist. 4	17740.6	16947.5	- 4.5	14.4	13.6
Dist. 5	6935.3	7103.9	2.4	5.6	5.7
Dist. 6	20839.6	22692.5	8.9	16.9	18.2
Dist. 7	16823.0	17577.2	4.5	13.6	14.1
Dist. 8	7591.7	6520.7	-14.1	6.2	5.2
Dist. 9	7743.5	8219.2	6.1	6.3	6.6

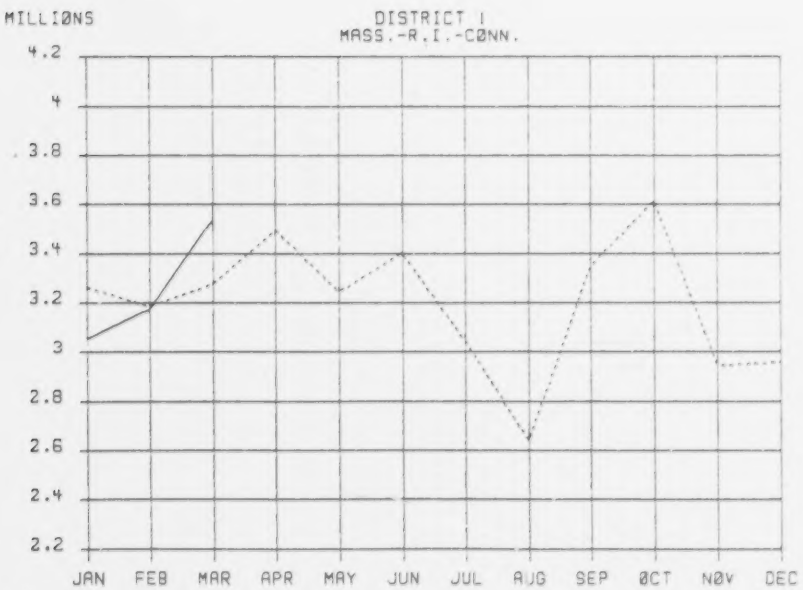
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



1986 - - - -

1987 -------

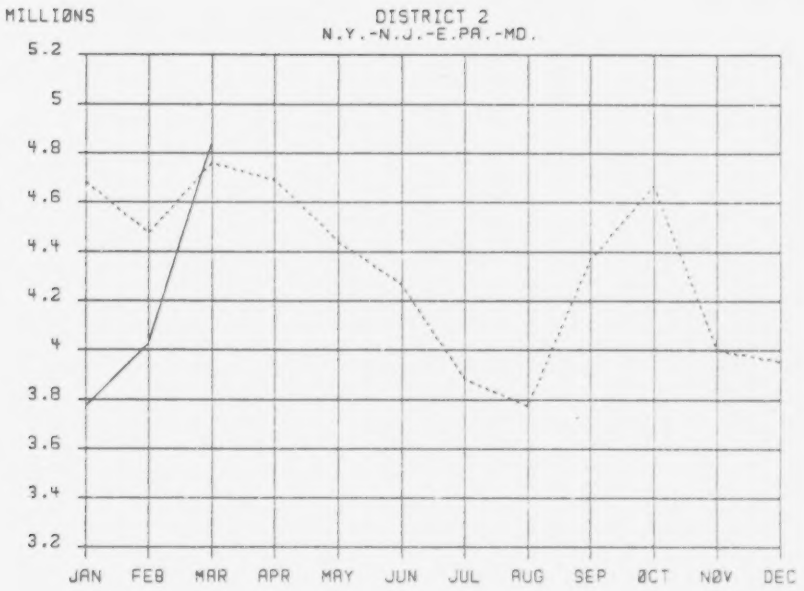
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6	1.8	7.9									
% Change	Cumulative	-6.6	-2.5	1.1									



1986 - - - -

1987 -------

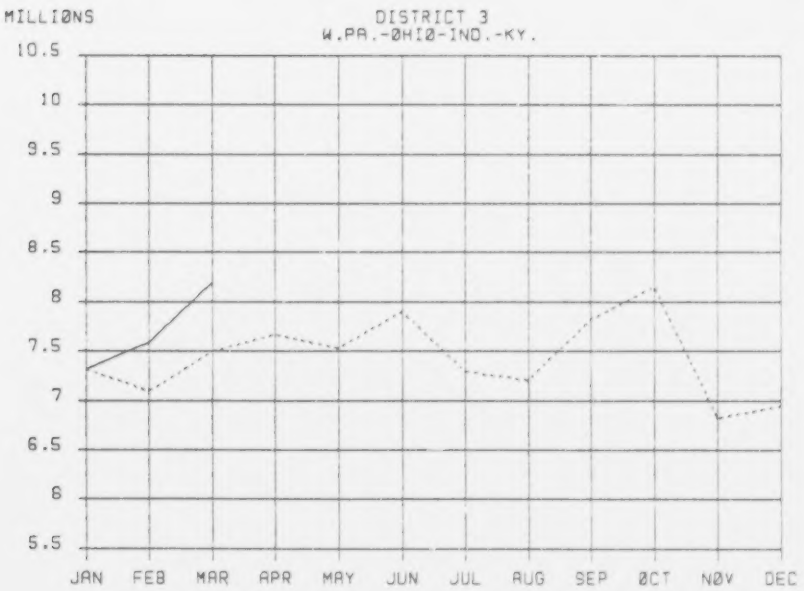
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0									
% Change	Cumulative	-6.4	-3.4	0.4									



1986 - - - -

1987 -------

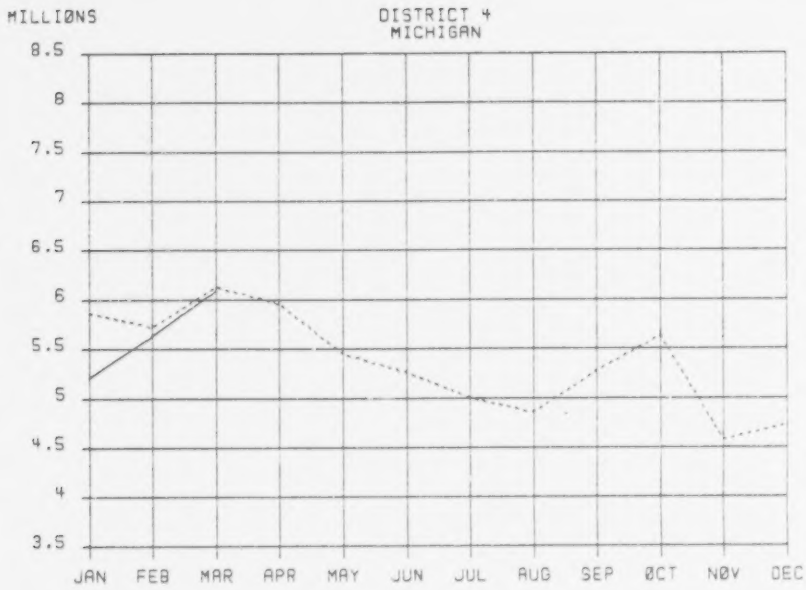
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8									
% Change	Cumulative	-19.4	-14.8	-9.2									



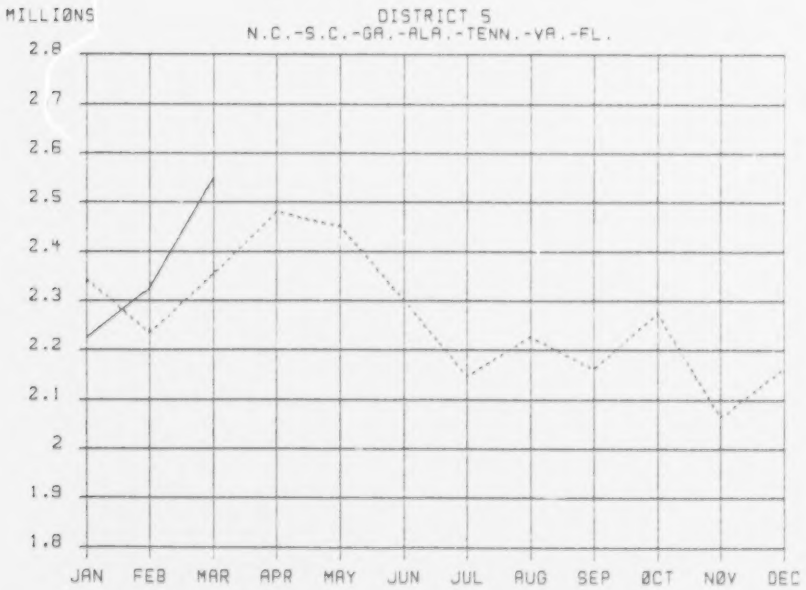
1986 - - - -

1987 -------

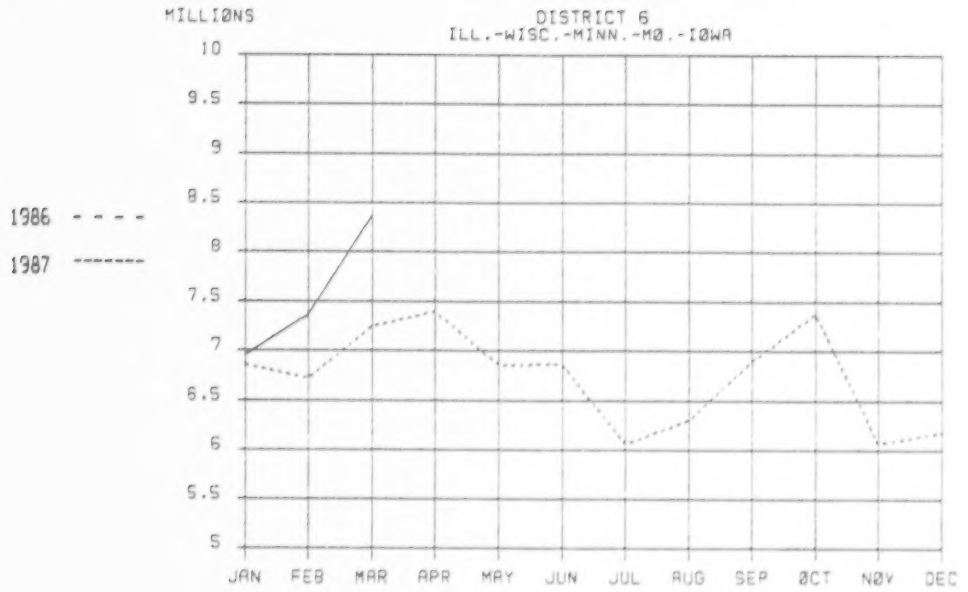
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3									
% Change	Cumulative	-0.1	3.3	5.4									



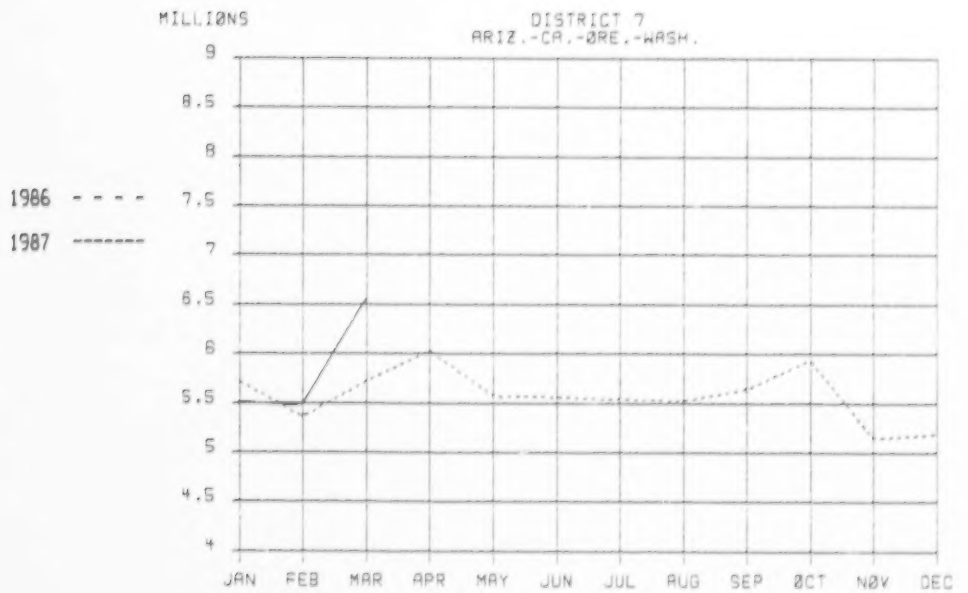
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3	- 1.5	-0.7									
% Change	Cumulative	-11.3	- 6.5	-4.5									



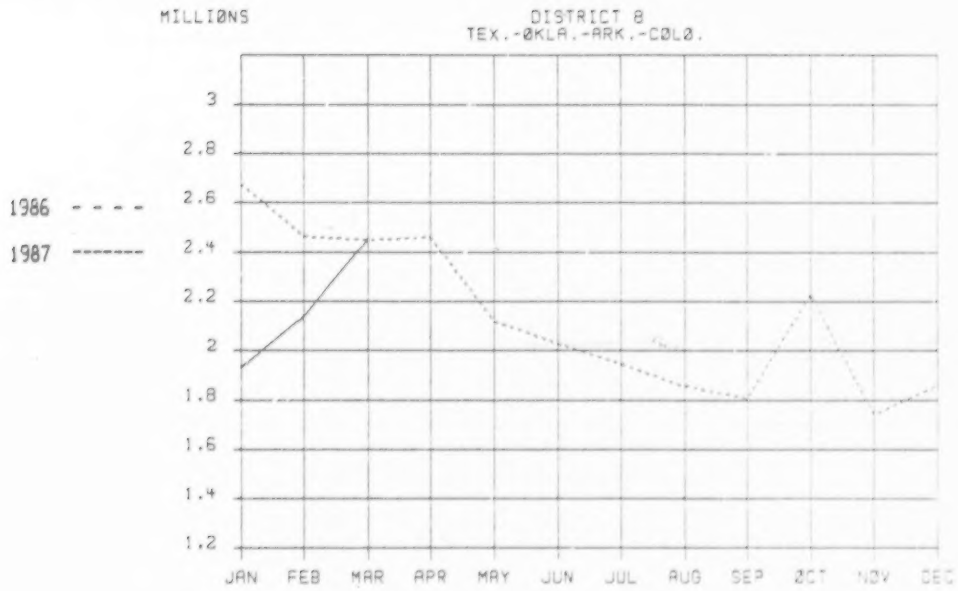
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3									
% Change	Cumulative	-5.1	-0.6	2.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3	9.5	15.5									
% Change	Cumulative	1.9	5.8	8.9									



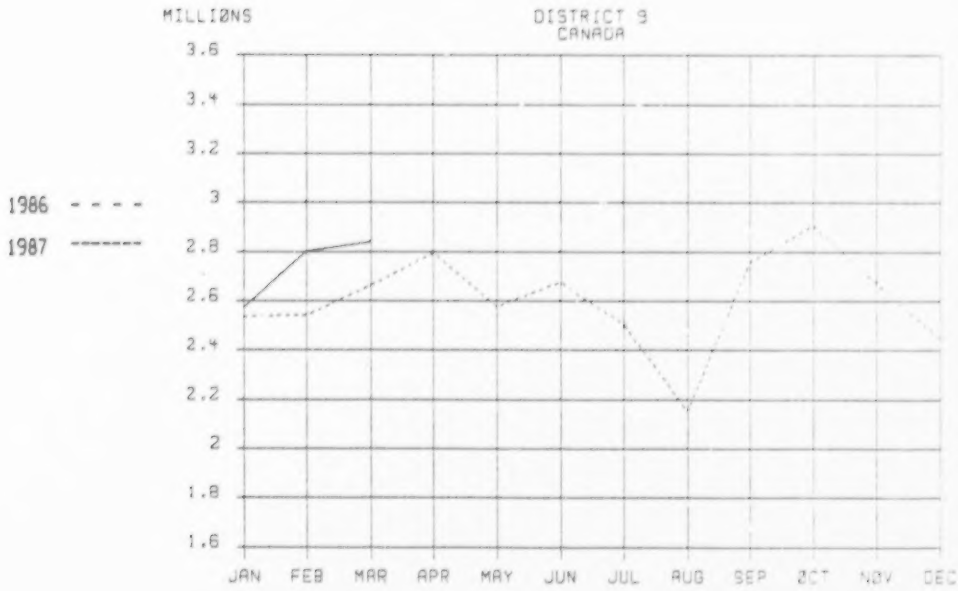
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.3	14.7									
% Change	Cumulative	-3.7	-0.8	4.5									



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1									
% Change	Cumulative	-28.0	-20.9	-14.1									



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	10.1	6.8									
% Change	Cumulative	1.5	5.8	6.1									

6/5/87 A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

For further editorial information contact:
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APRIL 1987 BILLINGS FOR METAL TREATING INDUSTRY OFF 1.8% FROM APRIL 1986 TOTAL

Total sales for April 1987 amounted to $42.2 million, down from $43.0 million in April 1986.

For the first four months of 1987 billings reached $166.7 million, up slightly (0.3%) from the January-April 1986 performance of $166.3 million.

Two-thirds of the MTI districts declined from April 1986. Four districts were lower in the year-to-date comparison to 1986.

A summary of percentage change by geographic regions follows:

	District	Apr 87 vs. Apr 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 5.3	- 1.1
2	Middle Atlantic (NY-NJ-E. PA-MD)	- 3.2	- 7.6
3	South Central (W. PA-OH-IN-KY)	1.2	4.3
4	Michigan	- 9.1	- 5.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 5.2	0.4
6	North Central (IL-WI-MN-MO-IA)	0.6	6.7
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.5	2.6
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.4	-12.5
9	Canada	10.4	7.3

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1987

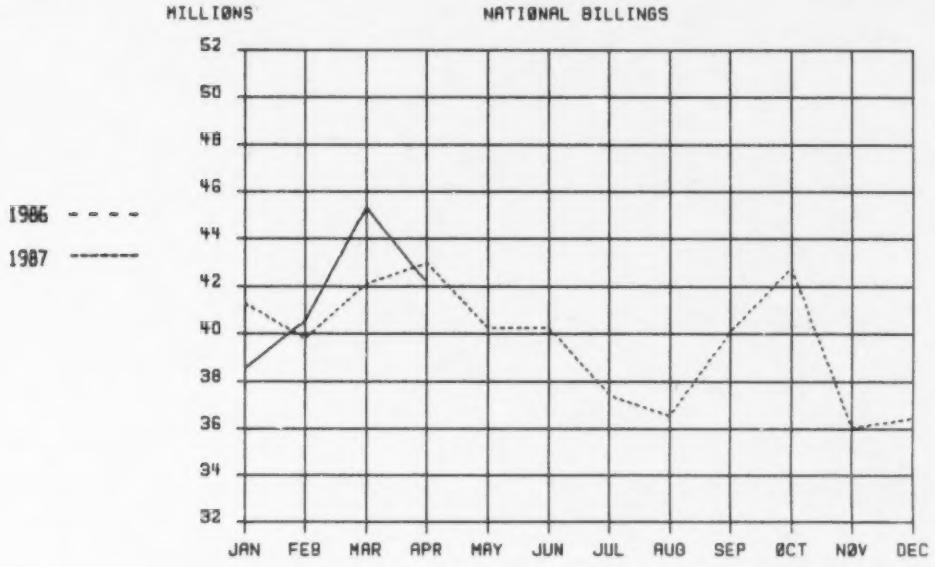
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	42998.2	42204.9	- 1.8	100.0	100.0
Dist. 1	19	3496.4	3312.1	- 5.3	8.1	7.8
Dist. 2	42	4691.3	4541.3	- 3.2	10.9	10.8
Dist. 3	61	7674.1	7765.6	1.2	17.8	18.4
Dist. 4	32	5963.2	5417.6	- 9.1	13.9	12.8
Dist. 5	24	2482.5	2354.2	- 5.2	5.8	5.6
Dist. 6	50	7398.8	7443.2	0.6	17.2	17.6
Dist. 7	34	6034.1	6003.9	- 0.5	14.0	14.2
Dist. 8	22	2460.4	2279.1	- 7.4	5.7	5.4
Dist. 9	23	2797.4	3087.9	10.4	6.5	7.3
Foreign	10					

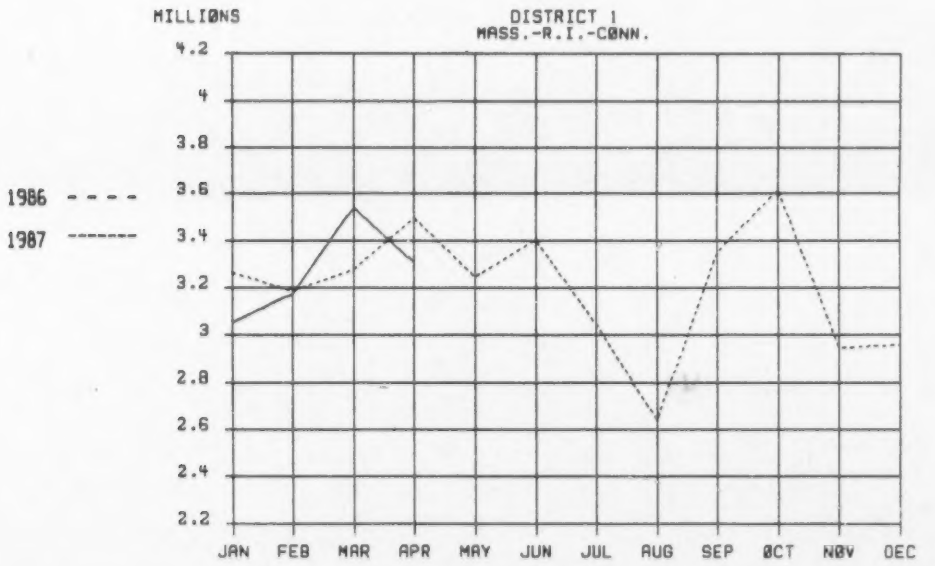
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	166251.2	166670.2	0.3	100.0	100.0
Dist. 1	13225.0	13083.0	- 1.1	8.0	7.8
Dist. 2	18614.2	17192.5	- 7.6	11.2	10.3
Dist. 3	29602.0	30868.9	4.3	17.8	18.5
Dist. 4	23703.8	22365.2	- 5.6	14.3	13.4
Dist. 5	9417.8	9458.1	0.4	5.7	5.7
Dist. 6	28238.4	30135.7	6.7	17.0	18.1
Dist. 7	22857.2	23460.0	2.6	13.7	14.1
Dist. 8	10052.1	8799.8	-12.5	6.0	5.3
Dist. 9	10540.9	11307.1	7.3	6.3	6.8

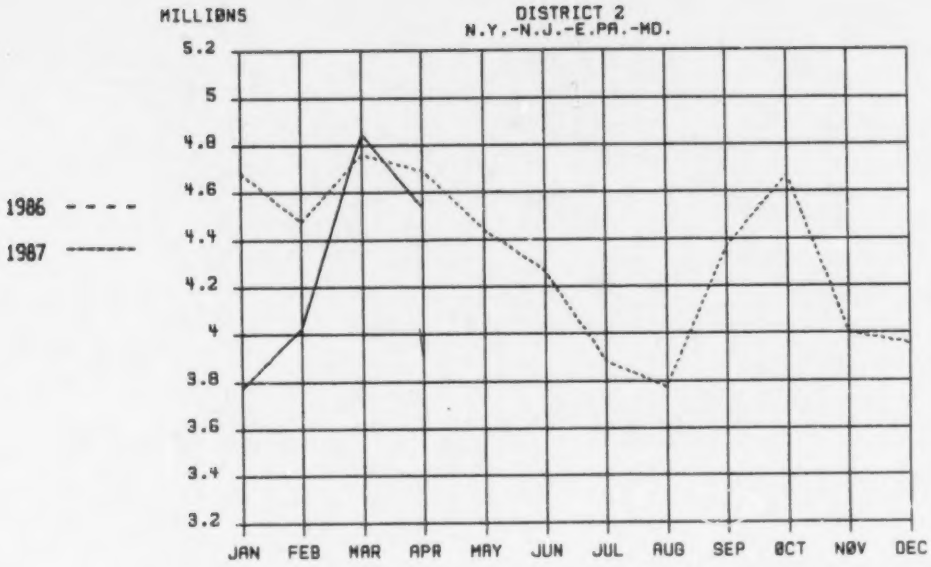
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



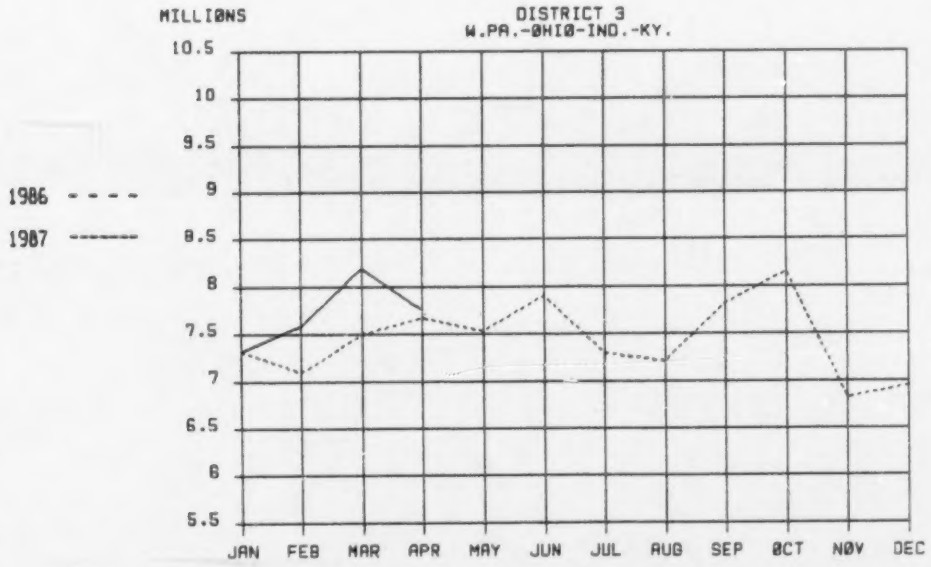
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6	1.8	7.7	-1.8								
% Change	Cumulative	-6.6	-2.5	1.0	0.3								



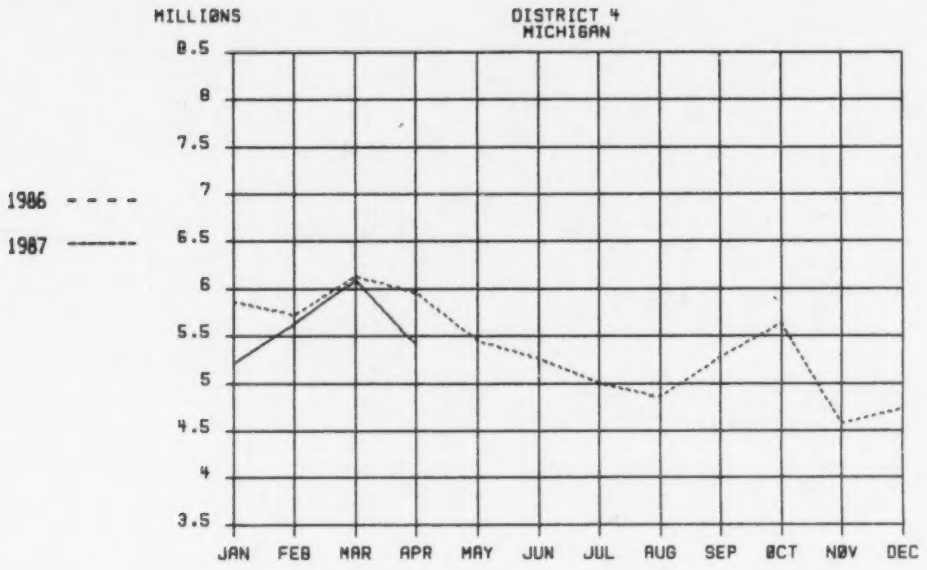
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3								
% Change	Cumulative	-6.4	-3.4	0.4	-1.1								



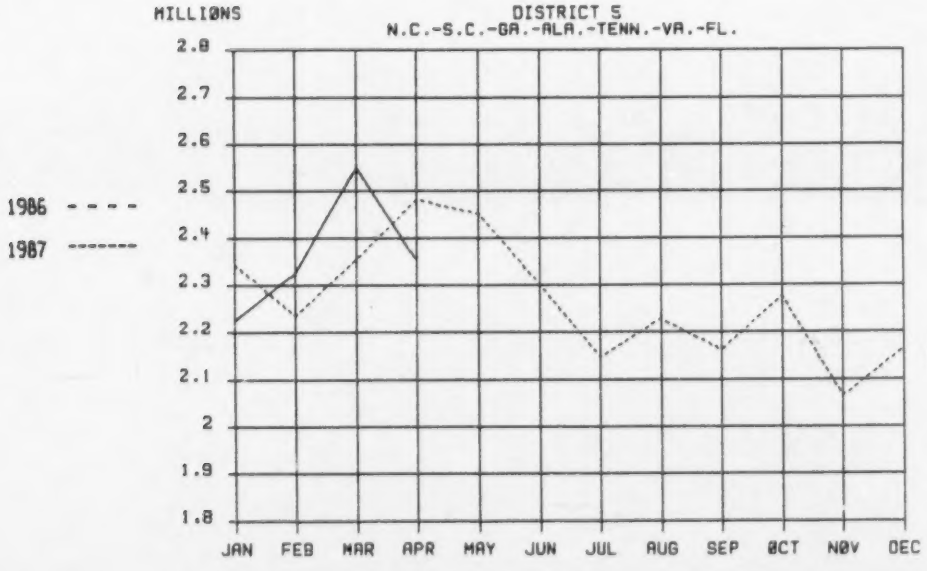
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2								
% Change	Cumulative	-19.4	-14.8	-9.2	-7.6								



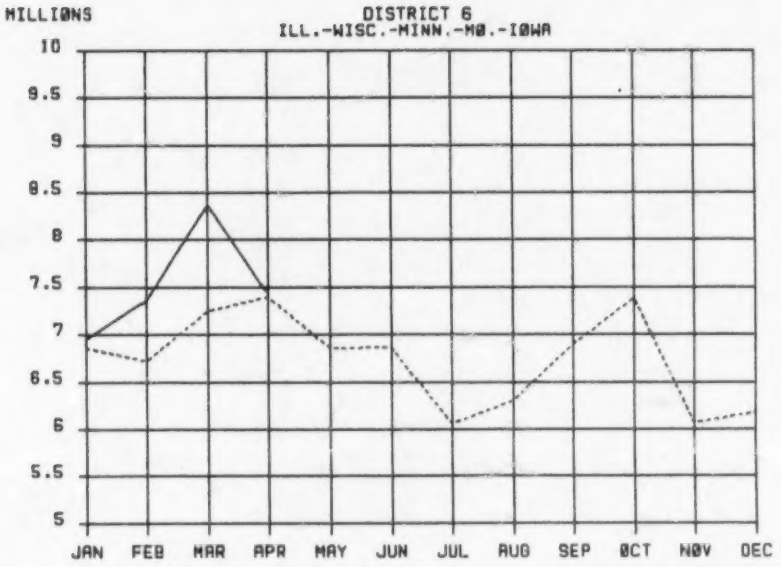
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3	1.2								
% Change	Cumulative	-0.1	3.3	5.4	4.3								



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.3	- 1.5	-0.7	-9.1								
% Change	Cumulative	-11.3	- 6.5	-4.5	-5.6								



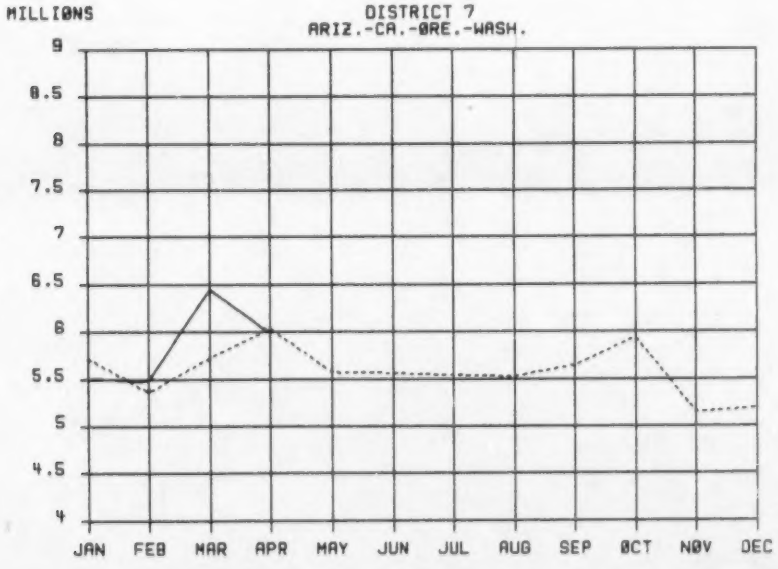
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2								
% Change	Cumulative	-5.1	-0.6	2.4	0.4								



1986 - - - -

1987 -------

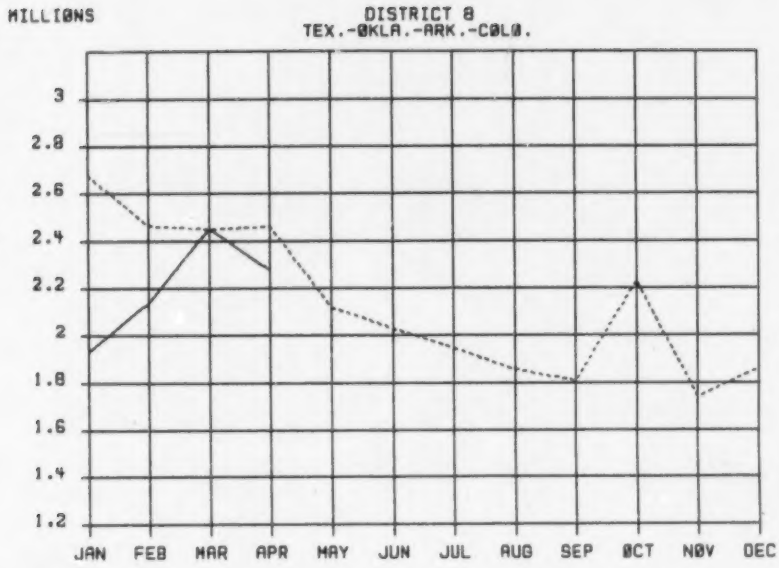
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3	9.5	15.5	0.6								
% Change	Cumulative	1.9	5.8	8.9	6.7								



1986 - - - -

1987 -------

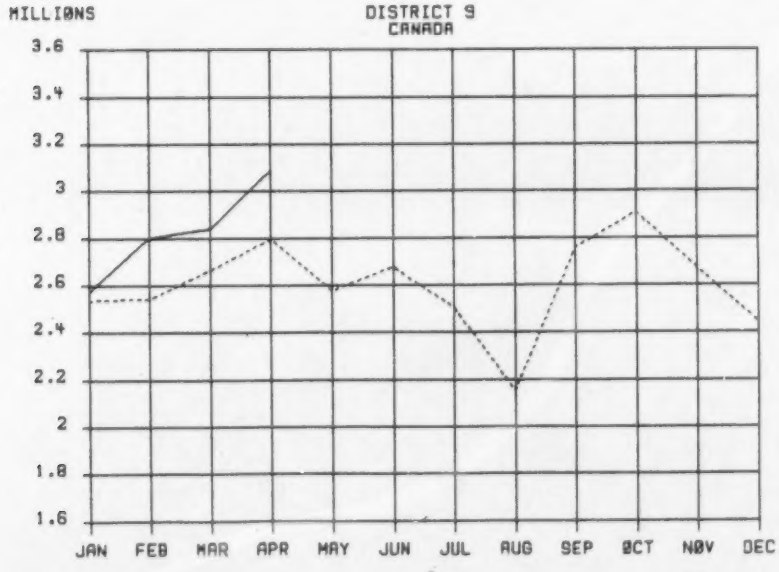
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.3	12.6	-0.5								
% Change	Cumulative	-3.7	-0.8	3.8	2.6								



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4								
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5								



1986 - - - -

1987 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	10.1	6.8	10.4								
% Change	Cumulative	1.5	5.8	6.1	7.3								

7/1/87 A6396-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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MAY 1987 BILLINGS FOR METAL TREATING INDUSTRY
OFF 1.3% FROM MAY 1986 TOTAL

Total sales for May 1987 amounted to $40.0 million, down from $40.5 million in May 1986.

For the first five months of 1987 billings reached $207.8 million, essentially unchanged (+0.1%) from the same period in 1986 when sales totaled $207.5 million.

Four MTI districts declined from their May 1986 performance as well as for the year-to-date comparison to 1986.

A summary of percentage change by geographic regions follows:

	District	May 87 vs. May 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	0.4	- 0.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 4.3	- 7.0
3	South Central (W.PA-OH-IN-KY)	- 1.1	3.2
4	Michigan	-11.5	- 6.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.0	- 1.3
6	North Central (IL-WI-MN-MO-IA)	3.6	6.1
7	Pacific Coast (CA-AZ-ORE-WASH)	2.6	2.6
8	Southwest (TX-OK-AR-CO-LA-UT)	3.1	- 9.7
9	Canada	3.7	8.0

A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1987

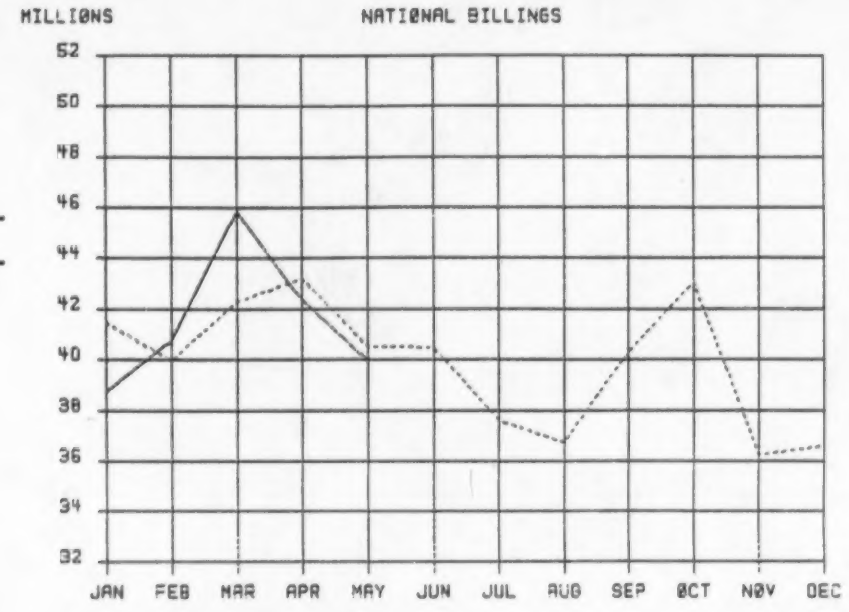
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	40520.6	40001.6	- 1.3	100.0	100.0
Dist. 1	19	3245.9	3257.6	0.4	8.0	8.1
Dist. 2	42	4443.7	4253.4	- 4.3	11.0	10.6
Dist. 3	61	7539.3	7457.0	- 1.1	18.6	18.6
Dist. 4	32	5438.0	4812.2	-11.5	13.4	12.0
Dist. 5	24	2451.6	2256.4	- 8.0	6.1	5.6
Dist. 6	50	6858.4	7104.3	3.6	16.9	17.8
Dist. 7	34	5577.2	5723.1	2.6	13.8	14.3
Dist. 8	22	2122.7	2189.1	3.1	5.2	5.5
Dist. 9	23	2843.9	2948.6	3.7	7.0	7.4
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	207506.5	207750.8	0.1	100.0	100.0
Dist. 1	16470.9	16340.6	- 0.1	7.9	7.9
Dist. 2	23057.9	21445.9	- 7.0	11.1	10.3
Dist. 3	37141.3	38325.9	3.2	17.9	18.4
Dist. 4	29020.8	27128.5	- 6.5	14.0	13.1
Dist. 5	11869.4	11714.4	- 1.3	5.7	5.6
Dist. 6	35096.7	37239.9	6.1	16.9	17.9
Dist. 7	28434.4	29183.0	2.6	13.7	14.0
Dist. 8	12174.8	10988.9	- 9.7	5.9	5.3
Dist. 9	14240.4	15383.6	8.0	6.9	7.4

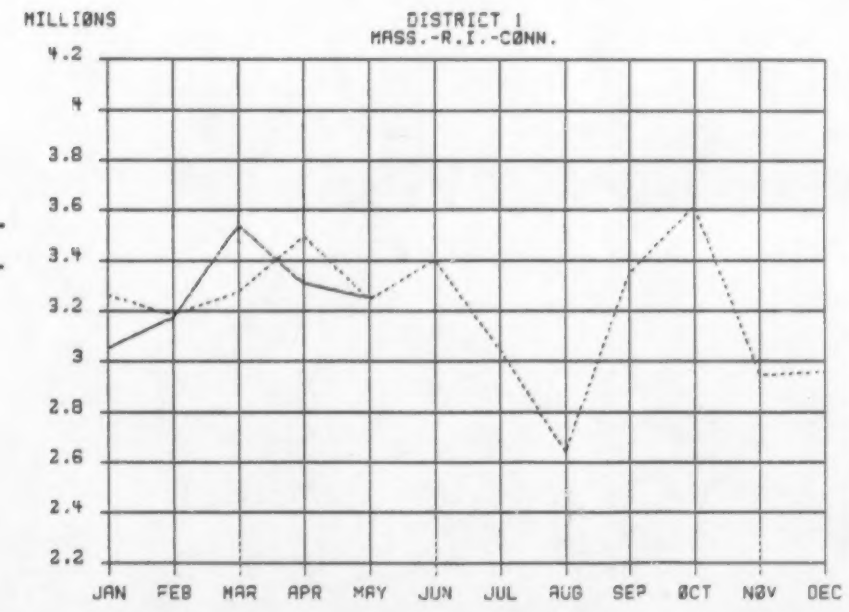
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



1986 - - - -

1987 ———

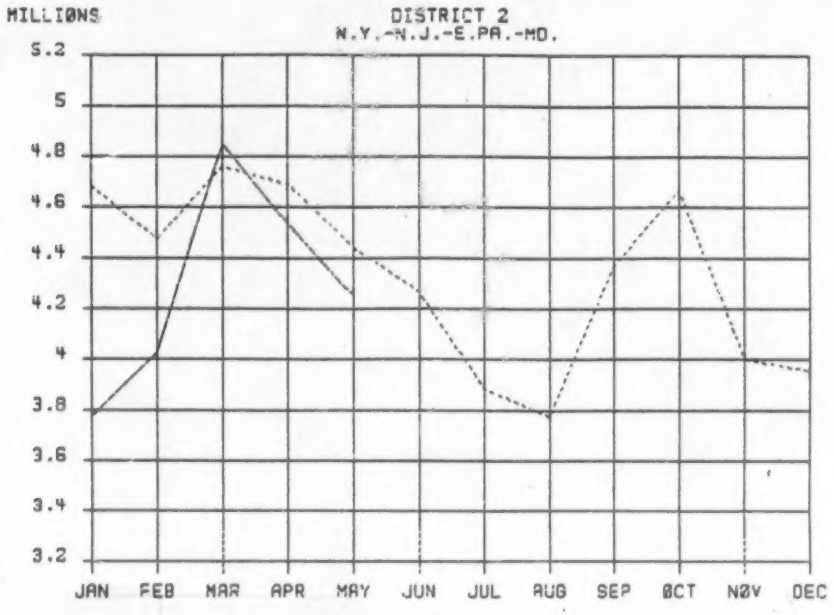
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6	1.9	8.4	-1.9	-1.3							
% Change	Cumulative	-6.6	-2.4	1.3	0.5	0.1							



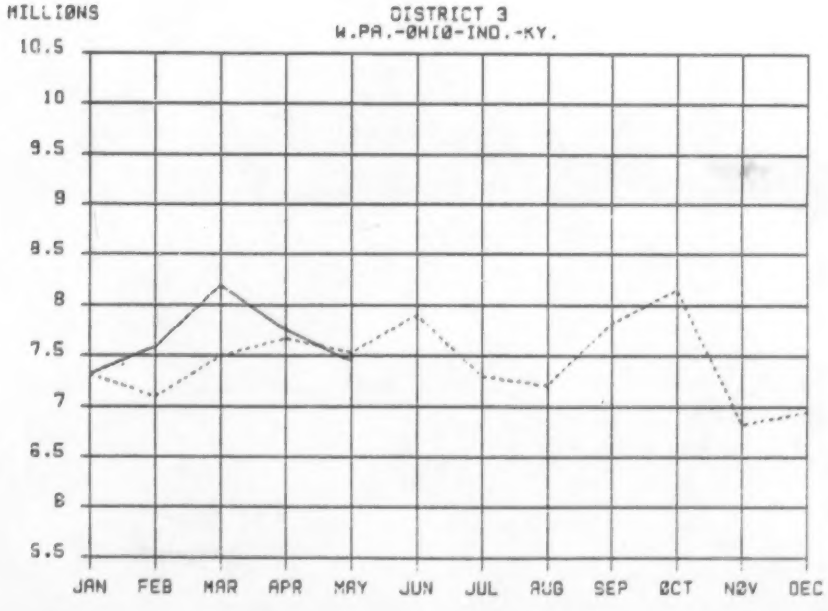
1986 - - - -

1987 ———

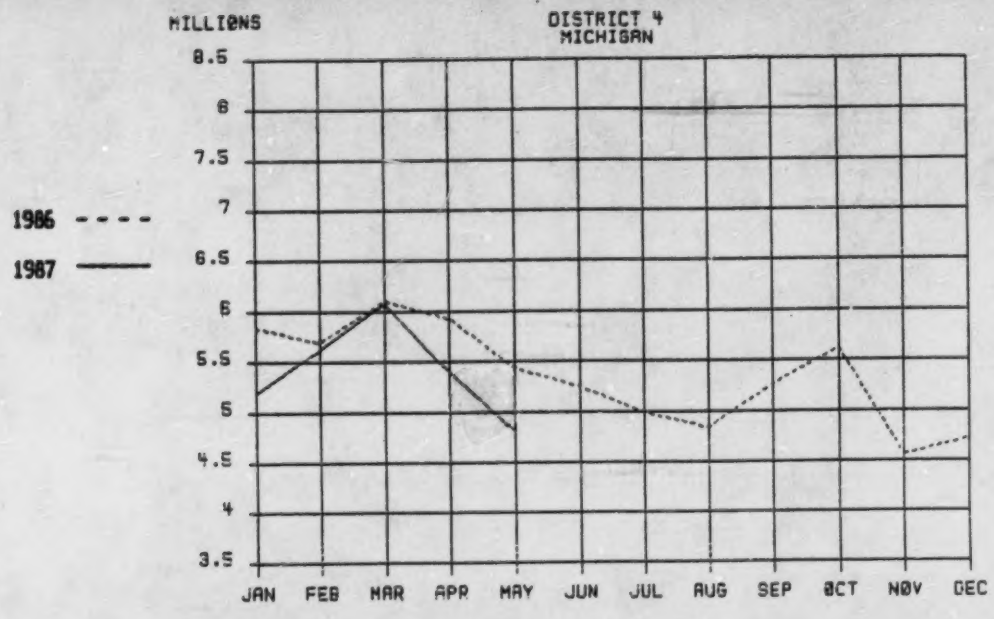
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4							
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8							



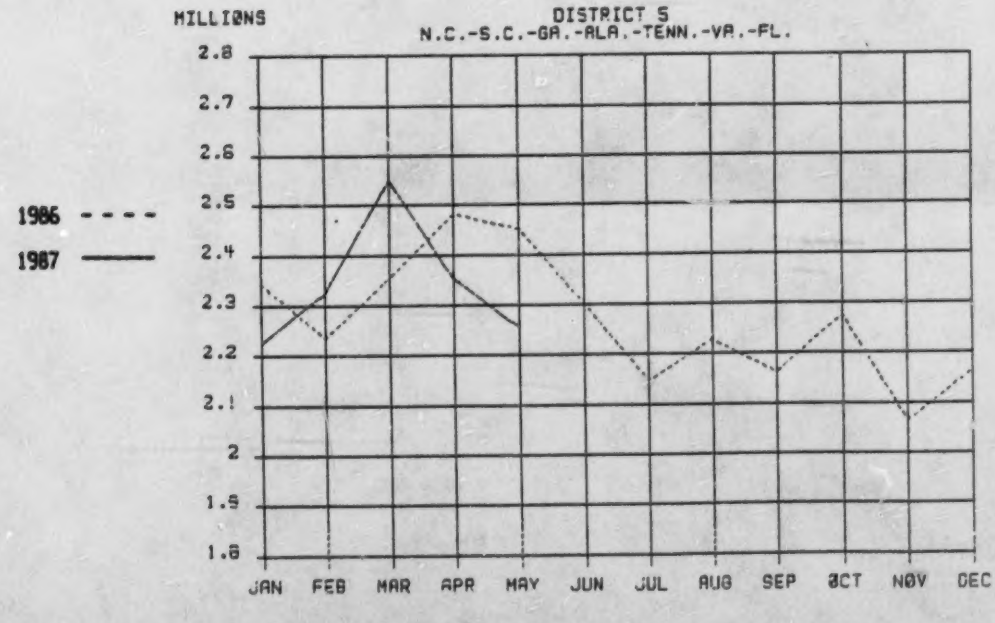
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.3							
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0							



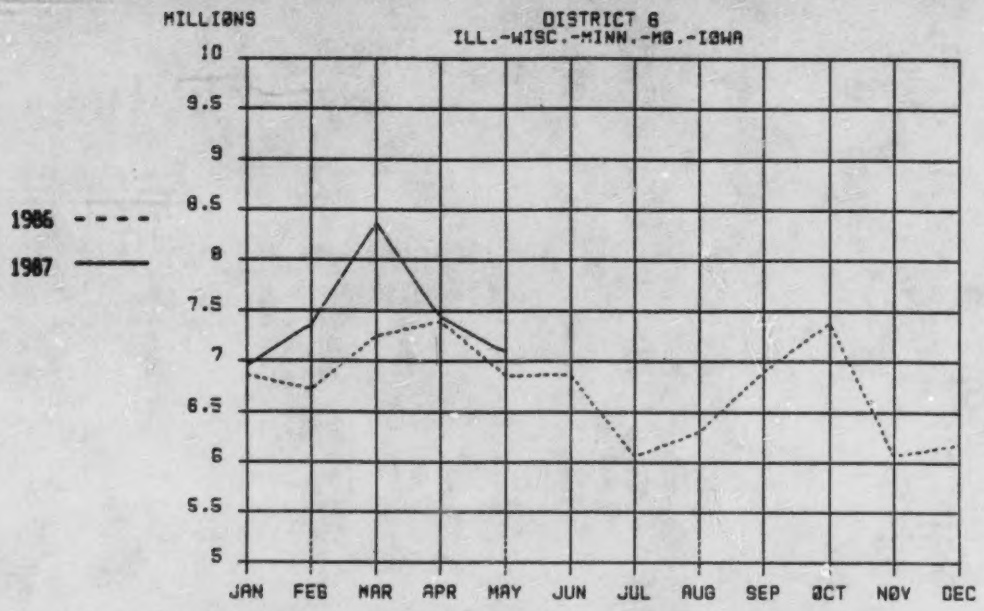
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3	1.2	-1.1							
% Change	Cumulative	-0.1	3.3	5.4	4.3	3.2							



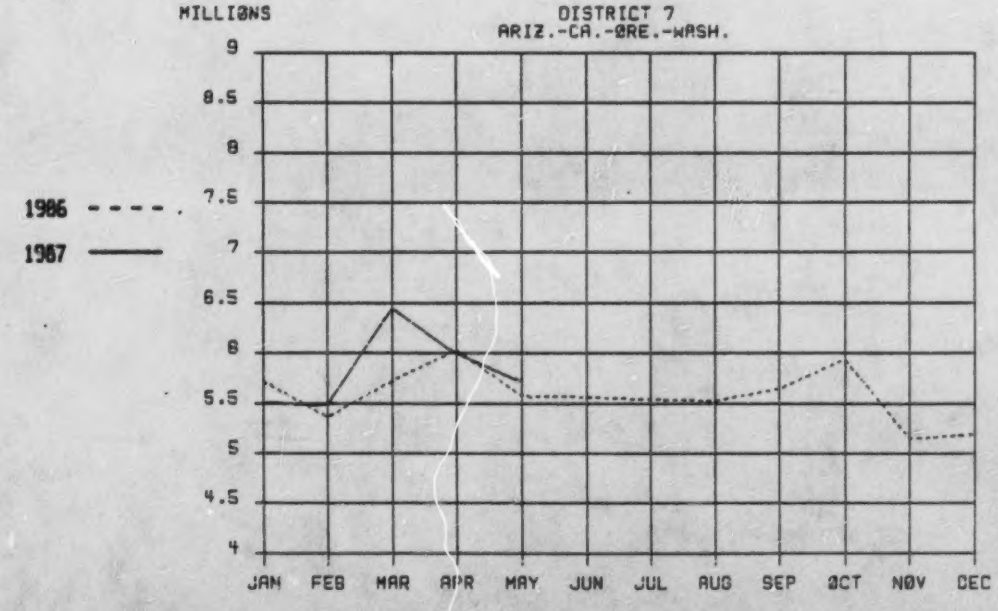
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5							
% Change	Cumulative	-11.1	-6.2	-4.2	-3.4	- 6.5							



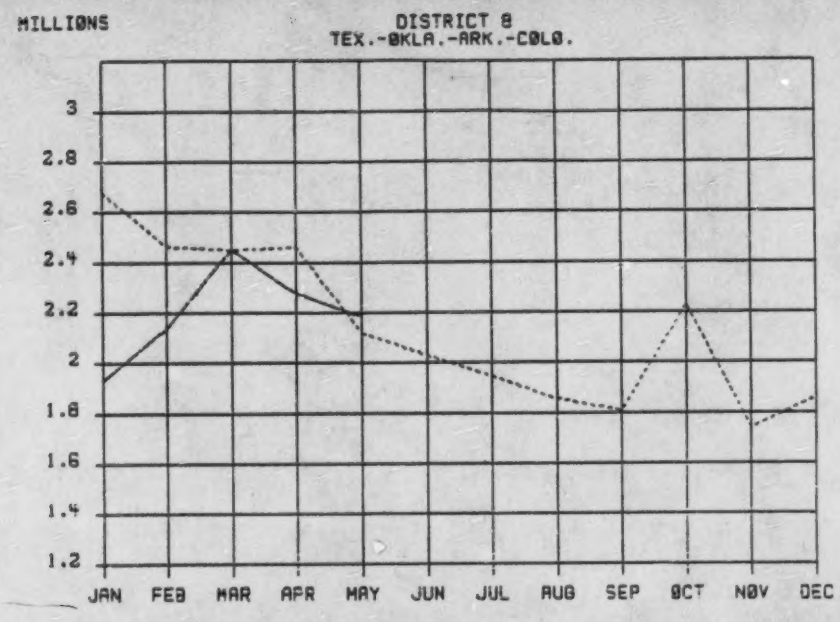
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0							
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3							



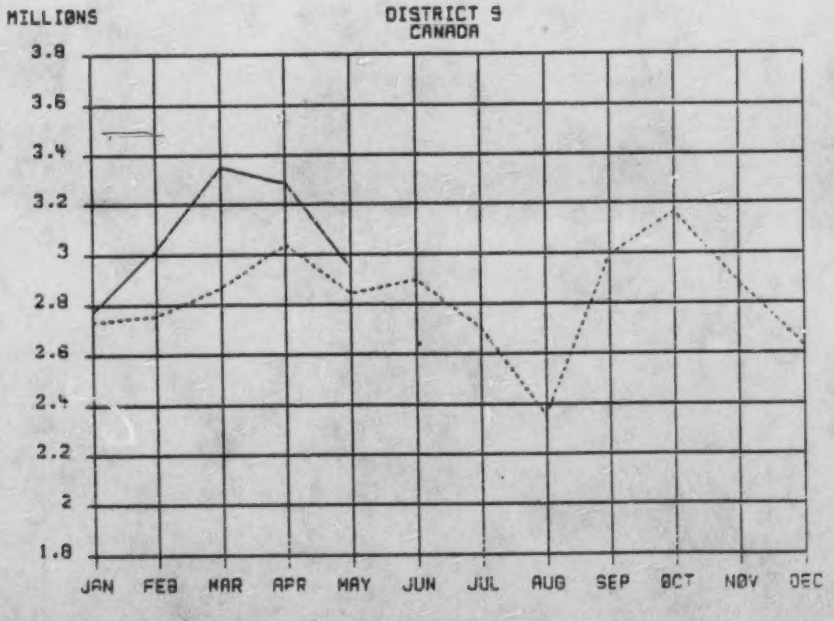
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3	9.5	15.5	0.6	3.6							
% Change	Cumulative	1.3	5.4	8.9	6.7	6.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.3	12.6	-0.5	2.6							
% Change	Cumulative	-3.7	-0.8	3.8	2.6	2.6							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1							
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.4	9.6	16.9	8.3	3.7							
% Change	Cumulative	1.4	5.5	9.4	9.1	8.0							

8/10/87 A6376-1

MASTER CRAFTSMEN
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news release

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JUNE 1987 SALES FOR COMMERCIAL HEAT TREATERS INCREASE 5.6% FROM JUNE 1986

Total billings for June 1987 were $43.2 million, up from $40.9 million in June 1986.

For the first half of 1987 billings reached $253.7 million, a figure 0.7% higher than the first six months of 1986 when sales totaled $251.9 million.

Two MTI districts declined from their June 1986 sales total; four districts were below their performance for the first half of 1986.

A summary of percentage change by geographic regions follows:

	District	Jun 87 vs. Jun 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 1.0	- 0.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.3	- 5.2
3	South Central (W.PA-OH-IN-KY)	1.9	3.0
4	Michigan	- 1.4	- 5.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	3.6	- 0.5
6	North Central (IL-WI-MN-MO-IA)	16.6	7.8
7	Pacific Coast (CA-AZ-ORE-WASH)	4.3	2.2
8	Southwest (TX-OK-AR-CO-LA-UT)	19.7	- 5.5
9	Canada	6.4	4.0

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1987

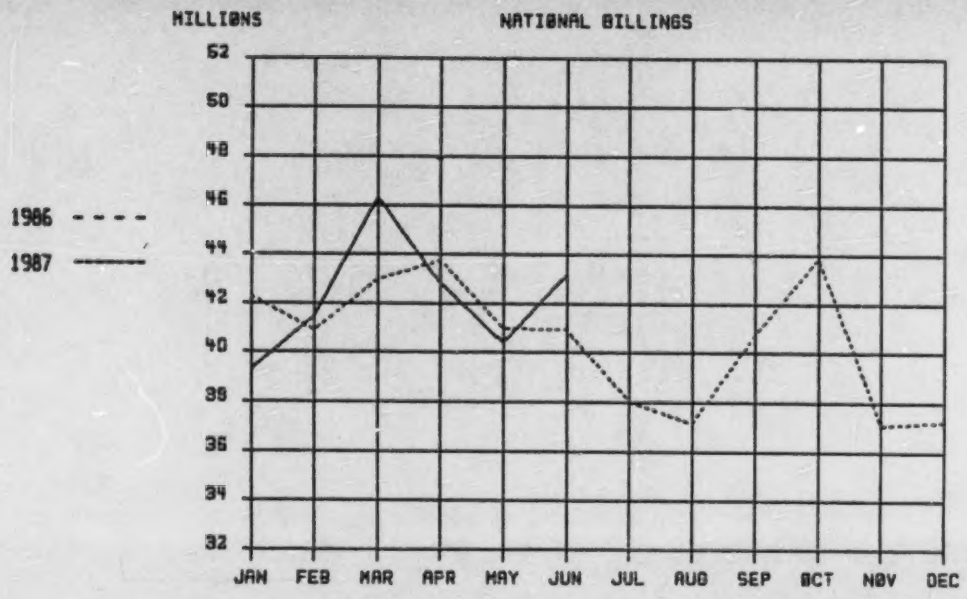
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	40936.7	43241.9	5.6	100.0	100.0
Dist. 1	19	3402.8	3369.1	- 1.0	8.3	7.8
Dist. 2	42	4268.9	4454.1	4.3	10.4	10.3
Dist. 3	61	7907.6	8055.0	1.9	19.3	18.6
Dist. 4	32	5252.4	5179.1	- 1.4	12.8	12.0
Dist. 5	24	2303.6	2387.4	3.6	5.6	5.5
Dist. 6	50	6866.7	8006.0	16.6	16.8	18.5
Dist. 7	34	5450.4	5686.3	4.3	13.3	13.1
Dist. 8	22	2031.9	2432.9	19.7	5.0	5.6
Dist. 9	23	3452.3	3672.1	6.4	8.4	8.5
Foreign	10					

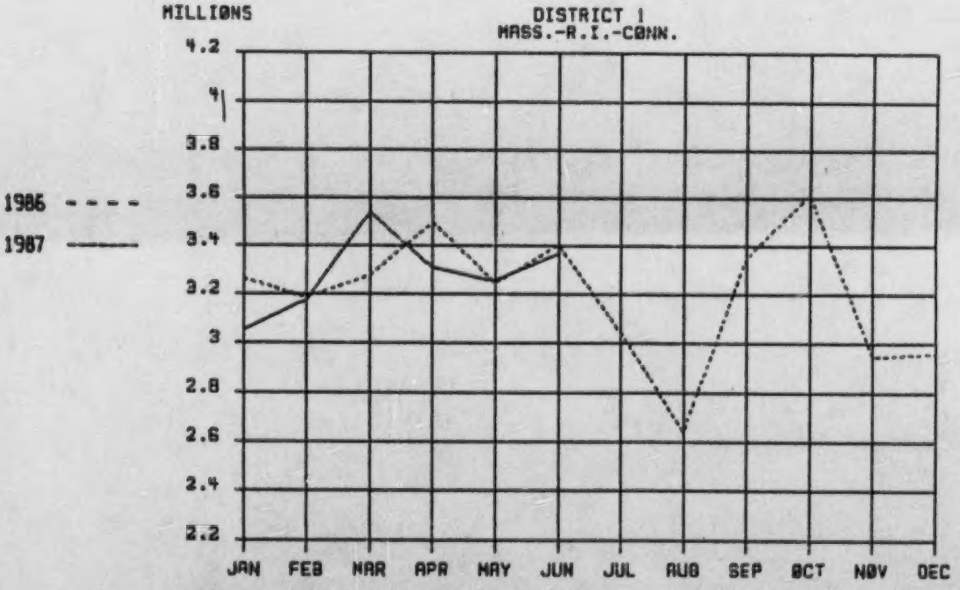
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	251925.3	253709.1	0.7	100.0	100.0
Dist. 1	19873.7	19709.7	- 0.8	7.9	7.8
Dist. 2	27326.7	25900.0	- 5.2	10.8	10.2
Dist. 3	45048.9	46381.0	3.0	17.9	18.3
Dist. 4	34273.3	32307.6	- 5.7	13.6	12.7
Dist. 5	14172.9	14101.8	- 0.5	5.6	5.6
Dist. 6	41963.5	45245.9	7.8	16.7	17.8
Dist. 7	33352.0	34070.3	2.2	13.2	13.4
Dist. 8	14206.7	13421.8	- 5.5	5.6	5.3
Dist. 9	21707.6	22571.1	4.0	8.6	8.9

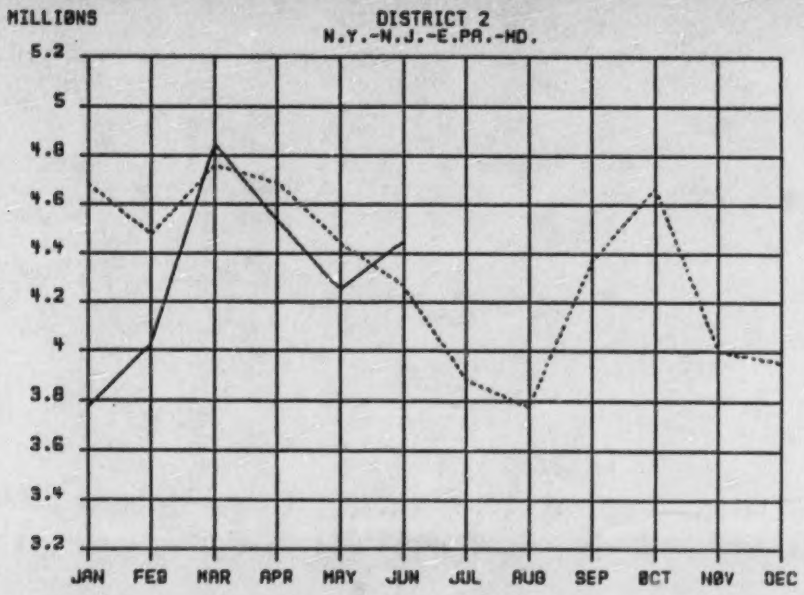
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



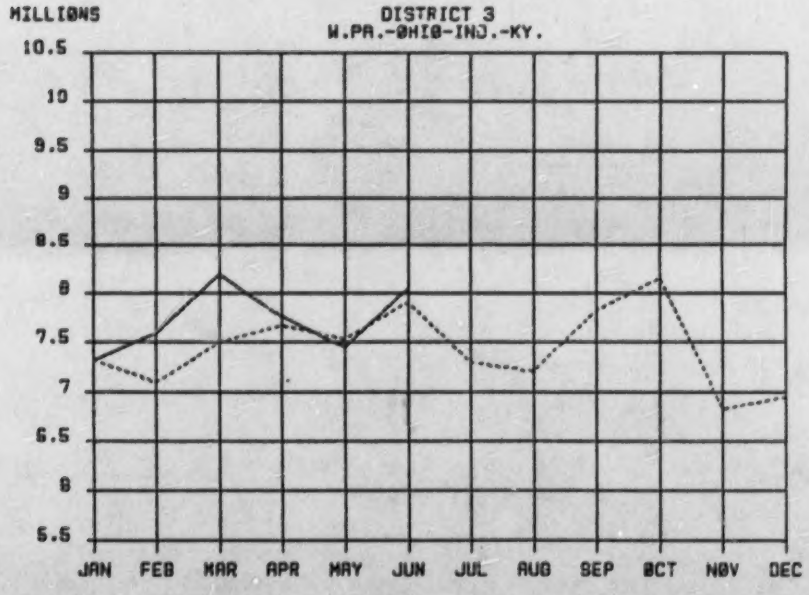
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.1	1.4	7.8	-2.1	-1.4	5.6						
% Change	Cumulative	-7.1	-2.9	0.8	0.0	-0.2	0.7						



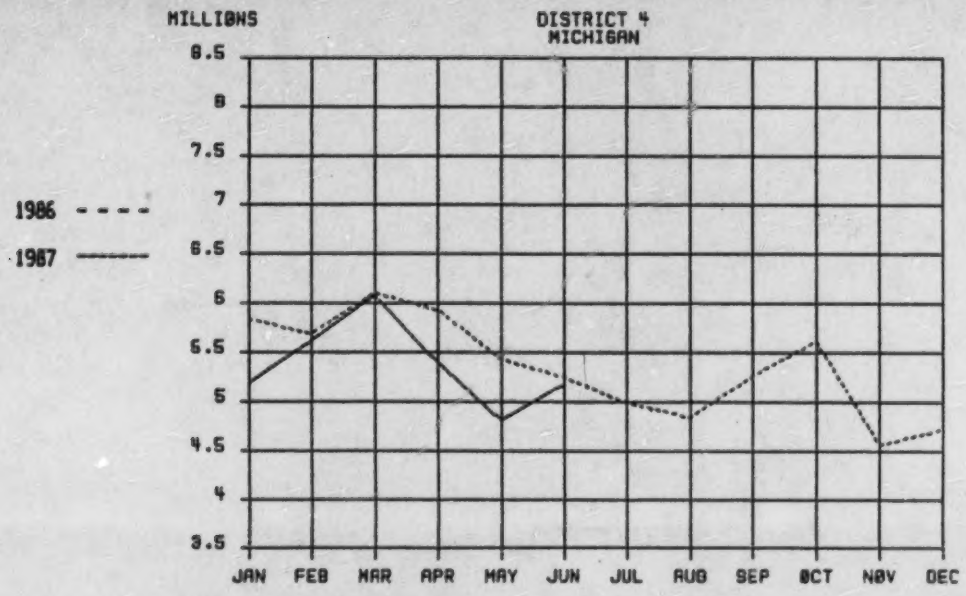
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-1.0						
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-0.8						



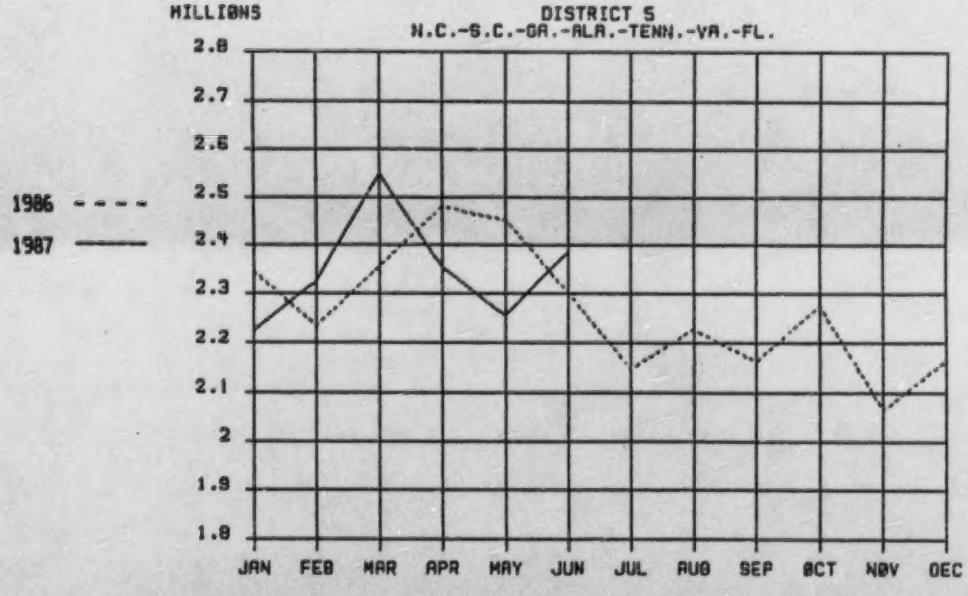
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.3	4.3						
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2						



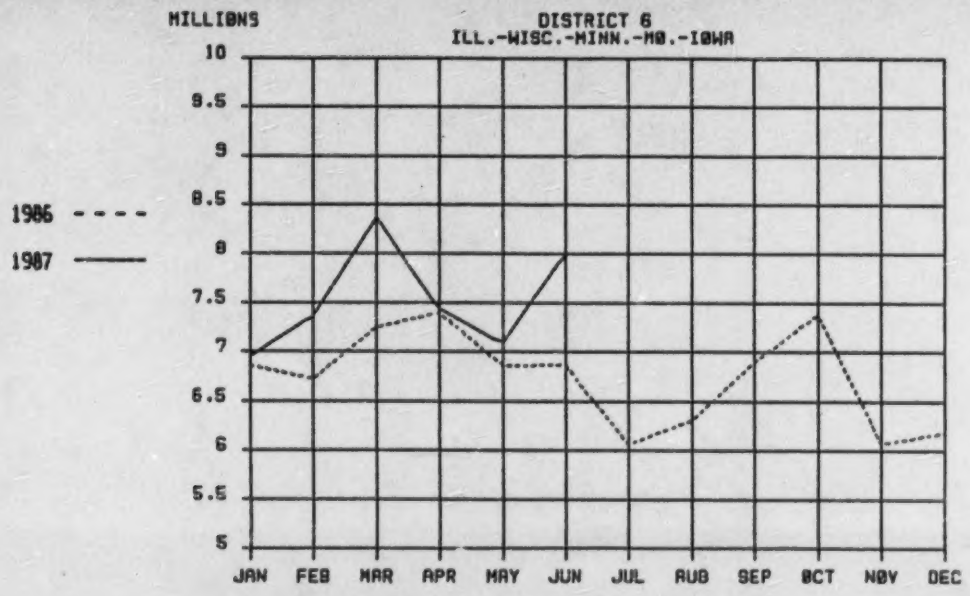
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.1	6.9	9.3	1.2	-1.1	1.9						
% Change	Cumulative	-0.1	3.3	5.4	4.3	3.2	3.0						



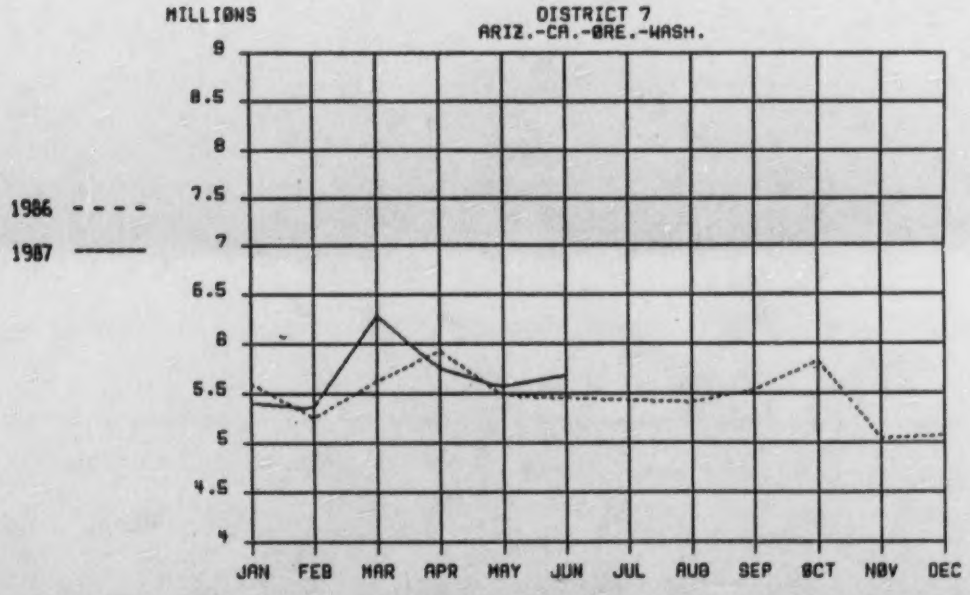
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4						
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7						



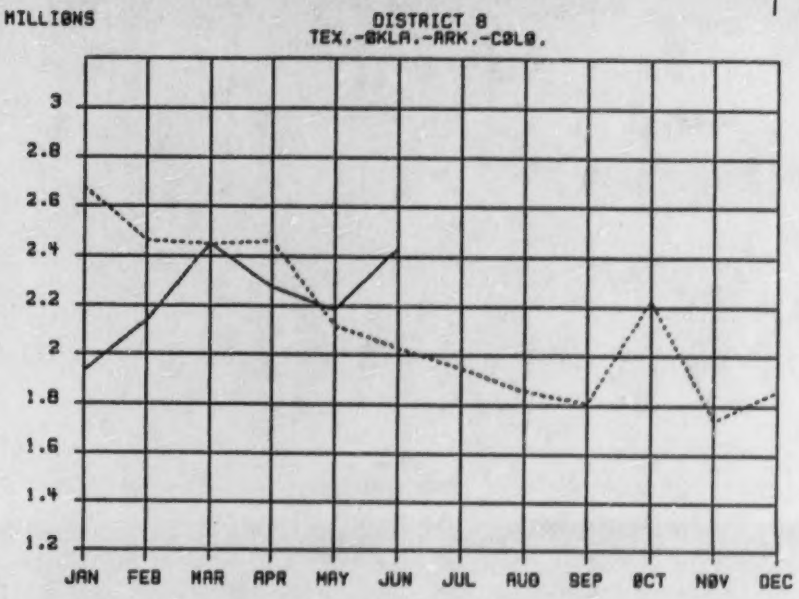
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6						
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5						



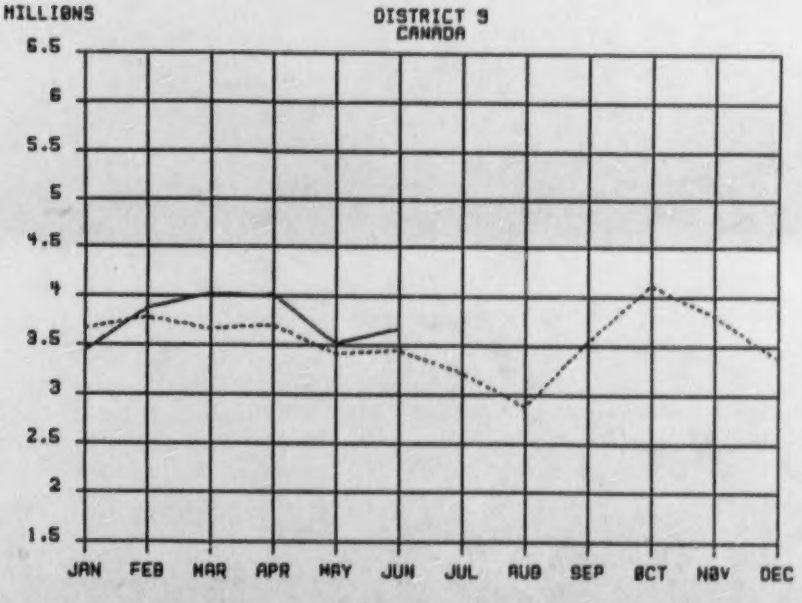
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	1.3	9.5	15.5	0.6	3.6	16.6						
	Cumulative	1.3	5.4	8.9	6.7	6.1	7.8						



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3						
	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7						
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5						



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	6.4						
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.0						

8/28/87 A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

JULY 1987 BILLINGS FOR METAL TREATING INDUSTRY UP 5.5% FROM JULY 1986

Total sales for July 1987 were $40.0 million, compared to $37.9 million in July 1986.

For the first seven months of 1987 billings reached $293.2 million, an increase of 1.5% over the first seven months of 1986 which totaled $288.9 million.

Two MTI districts declined from their July 1986 sales total; five districts were below their performance for the first seven months of 1986.

A summary of percentage change by geographic regions follows:

	District	Jul 87 vs. Jul 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 3.9	- 1.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	3.0	- 4.2
3	South Central (W.PA-OH-IN-KY)	0.9	3.8
4	Michigan	- 5.5	- 5.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.7	- 0.1
6	North Central (IL-WI-MN-MO-IA)	20.1	9.4
7	Pacific Coast (CA-AZ-ORE-WASH)	7.6	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	29.9	- 1.3
9	Canada	1.0	3.8

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1987

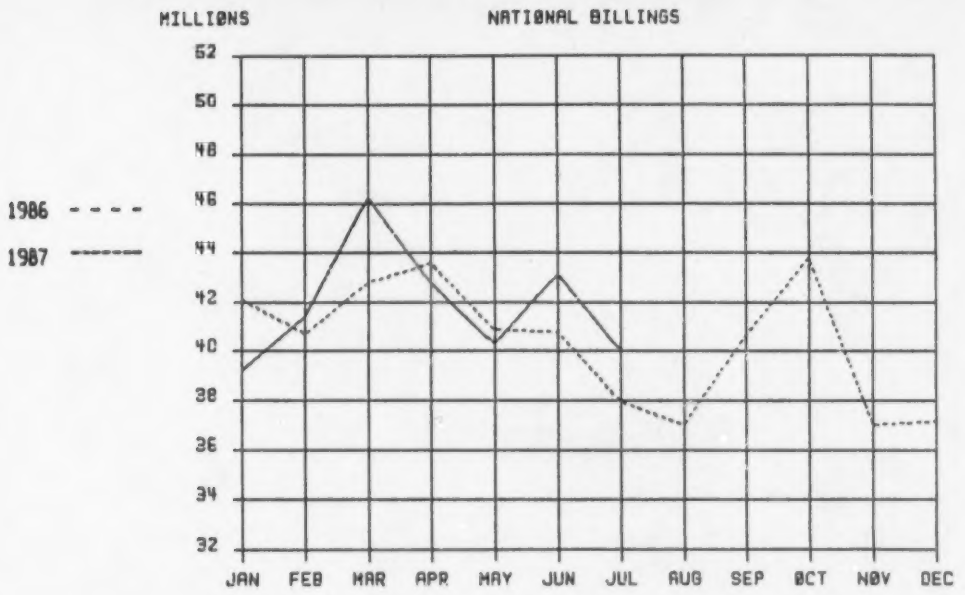
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37942.1	40034.5	5.5	100.0	100.0
Dist. 1	19	3045.5	2926.6	- 3.9	8.0	7.3
Dist. 2	42	3884.9	4002.0	3.0	10.2	10.0
Dist. 3	61	7207.7	7272.6	0.9	19.0	18.2
Dist. 4	32	4991.9	4716.9	- 5.5	13.2	11.8
Dist. 5	24	2147.4	2205.0	2.7	5.7	5.5
Dist. 6	50	6062.3	7281.9	20.1	16.0	18.2
Dist. 7	34	5430.1	5844.1	7.6	14.3	14.6
Dist. 8	22	1948.4	2530.4	29.9	5.1	6.3
Dist. 9	23	3223.8	3255.1	1.0	8.5	8.1
Foreign	10					

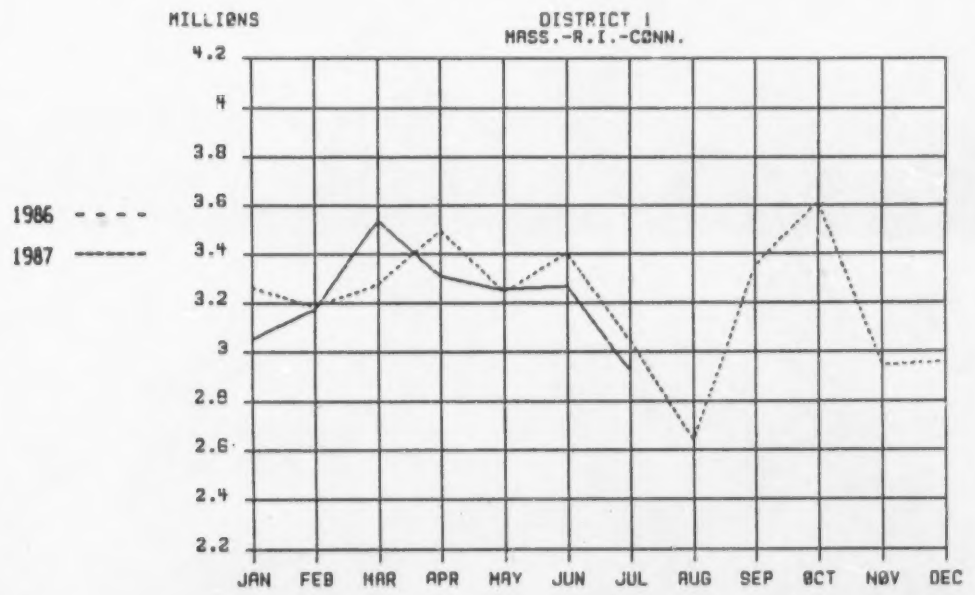
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	288850.2	293224.7	1.5	100.0	100.0
Dist. 1	22919.2	22536.2	- 1.7	7.9	7.7
Dist. 2	31211.6	29902.0	- 4.2	10.8	10.2
Dist. 3	51239.5	53187.3	3.8	17.7	18.1
Dist. 4	39265.2	37024.4	- 5.7	13.6	12.6
Dist. 5	16320.4	16306.8	- 0.1	5.7	5.6
Dist. 6	48025.8	52527.8	9.4	16.6	17.9
Dist. 7	38782.1	39914.4	2.9	13.4	13.6
Dist. 8	16155.1	15952.3	- 1.3	5.6	5.4
Dist. 9	24931.4	25873.6	3.8	8.6	8.8

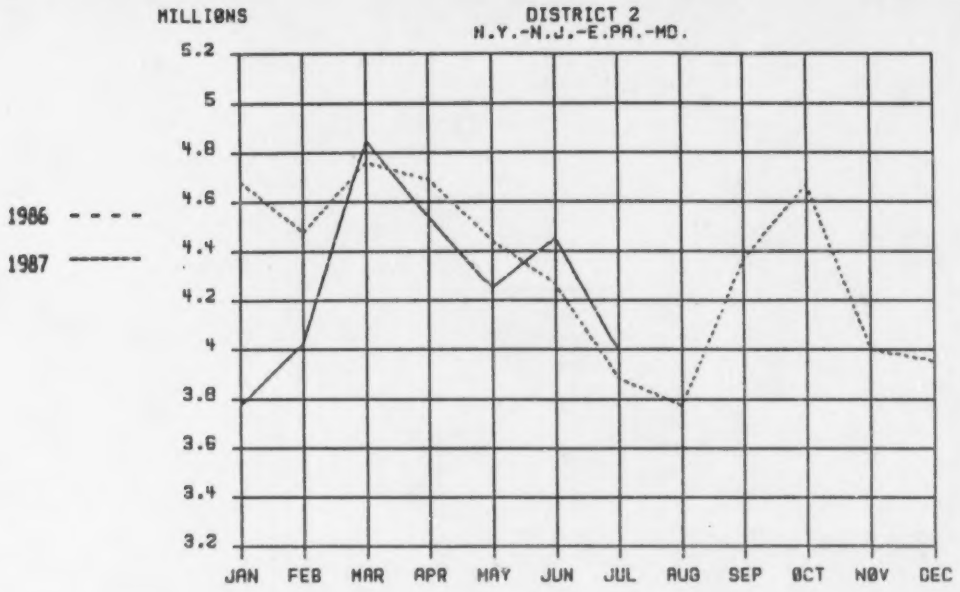
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



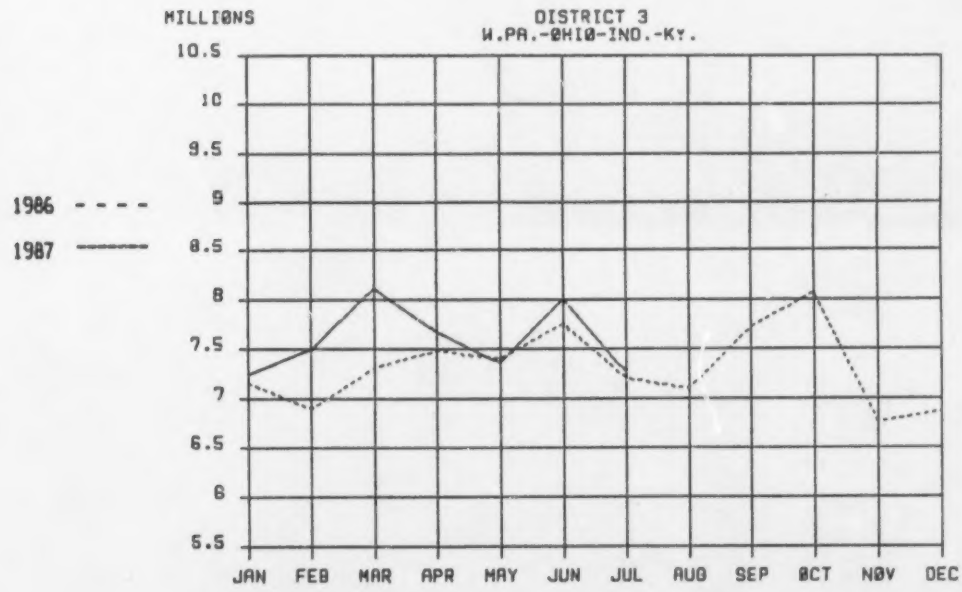
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	1.7	8.1	-1.8	-1.3	5.8	5.5					
% Change	Cumulative	-6.9	-2.7	1.0	0.3	0.0	0.9	1.5					



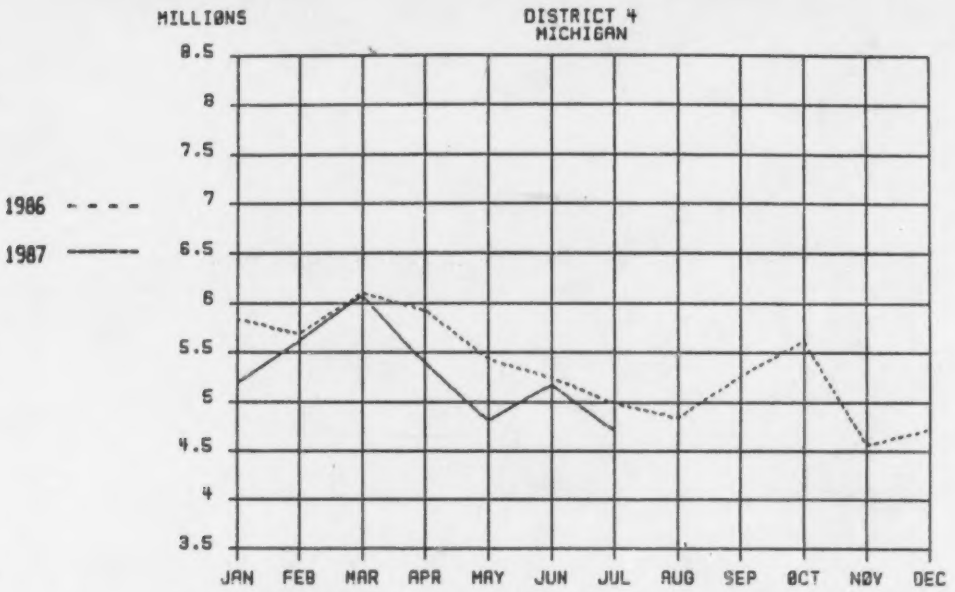
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9					
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7					



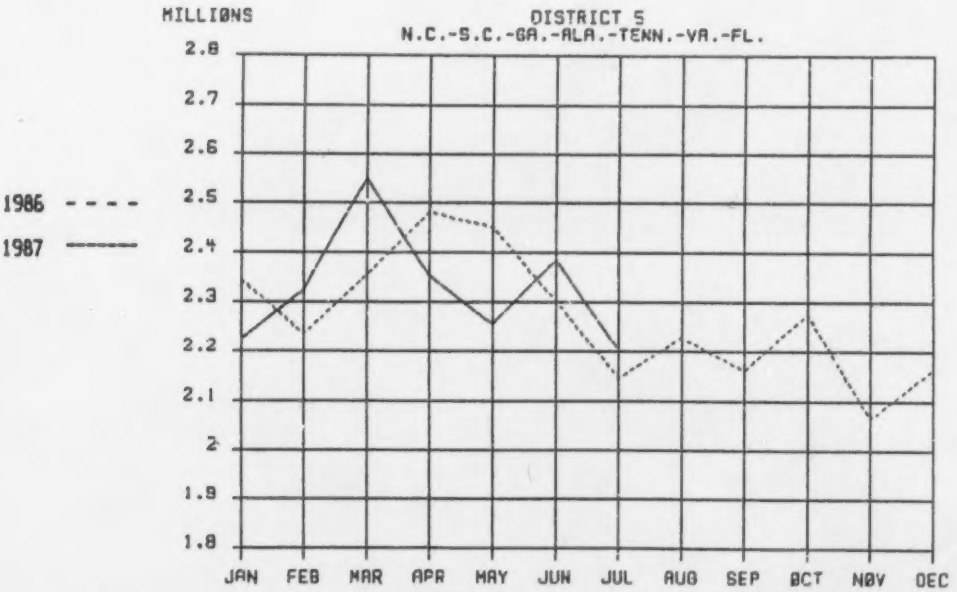
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.3	4.3	3.0					
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2					



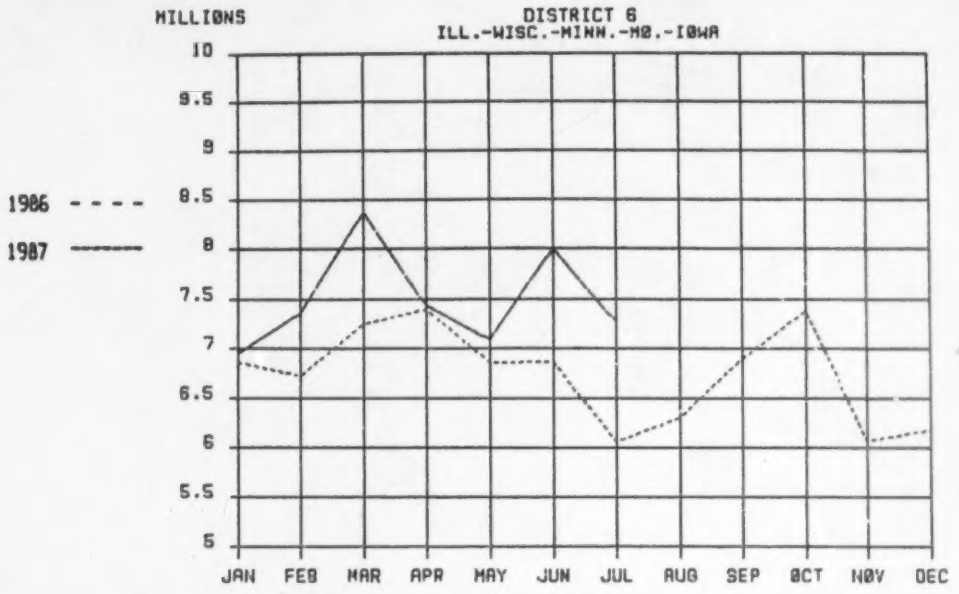
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.1	8.8	10.9	2.6	-0.6	3.2	0.9					
% Change	Cumulative	1.1	4.9	6.9	5.8	4.5	4.3	3.8					



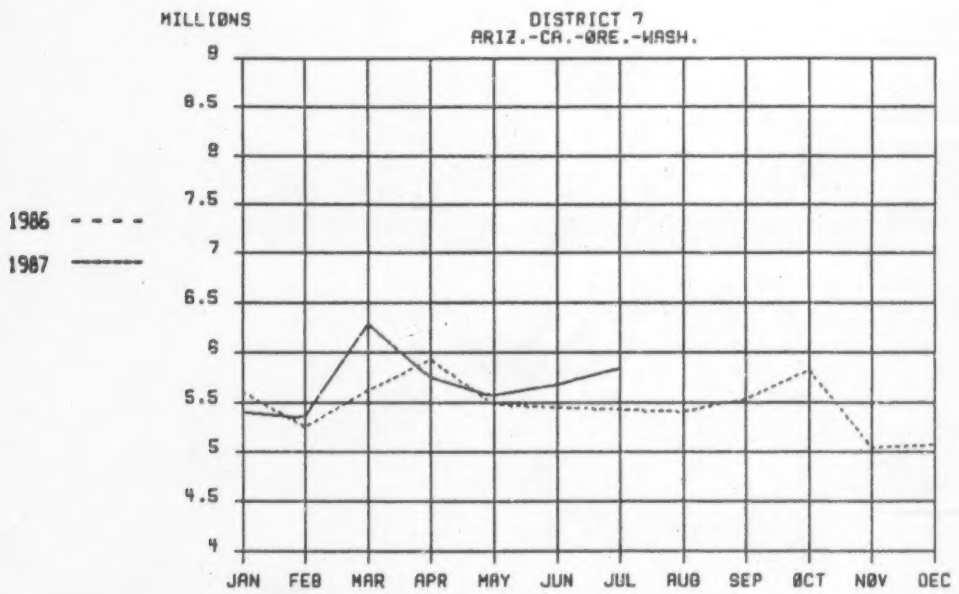
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5					
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7					



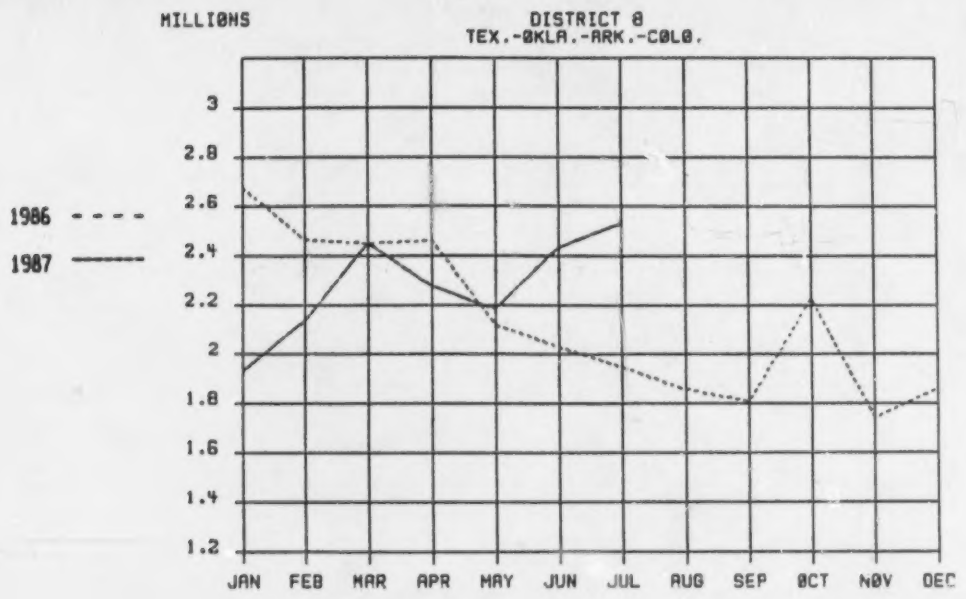
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7					
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1					



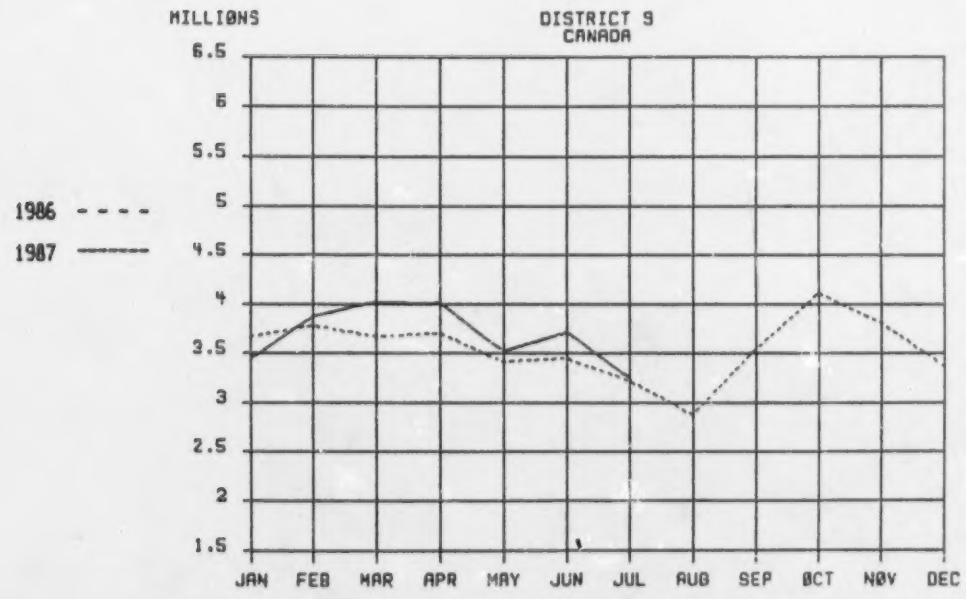
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3	9.5	15.5	0.6	3.6	15.6	20.1					
% Change	Cumulative	1.3	5.4	8.9	6.7	6.1	7.8	9.4					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6					
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9					
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0					
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8					

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MASTER CRAFTSMEN
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news release

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FOR RELEASE: IMMEDIATELY

AUGUST 1987 SALES FOR COMMERCIAL HEAT TREATERS
INCREASE 7.4% FROM AUGUST 1986

Total billings for August 1987 were $39.8 million, compared to $37.0 million in August 1986.

For the first two-thirds of 1987 billings reached $333.8 million, an increase of 2.5% over the same period in 1986 when sales reached $325.7 million.

Two MTI districts are below August 1986 sales total; three districts are lower for the year-to-date comparison.

A summary of percentage change by geographic regions follows:

	District	Aug 87 vs. Aug 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	2.8	- 1.2
2	Middle Atlantic (NY-NJ-E. PA-MD)	- 2.1	- 4.0
3	South Central (W. PA-OH-IN-KY)	3.4	4.6
4	Michigan	- 0.3	- 5.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.4	0.5
6	North Central (IL-WI-MN-MO-IA)	17.0	11.3
7	Pacific Coast (CA-AZ-ORE-WASH)	4.2	3.1
8	Southwest (TX-OK-AR-CO-LA-UT)	43.3	3.3
9	Canada	11.2	4.6

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1987

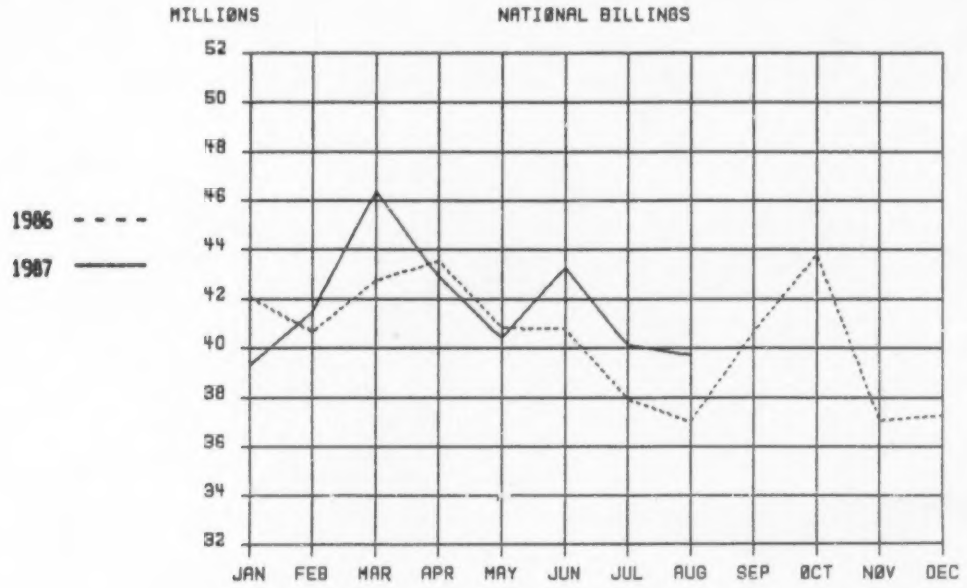
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37026.7	39762.1	7.4	100.0	100.0
Dist. 1	19	2642.8	2717.6	2.8	7.1	6.8
Dist. 2	42	3776.8	3697.1	- 2.1	10.2	9.3
Dist. 3	61	7159.4	7399.6	3.4	19.3	18.6
Dist. 4	32	4842.9	4829.3	- 0.3	13.1	12.1
Dist. 5	24	2228.7	2326.6	4.4	6.0	5.9
Dist. 6	50	6226.3	7286.4	17.0	16.8	18.3
Dist. 7	34	5410.3	5637.9	4.2	14.6	14.2
Dist. 8	22	1857.7	2661.9	43.3	5.0	6.7
Dist. 9	23	2881.9	3205.7	11.2	7.8	8.1
Foreign	10					

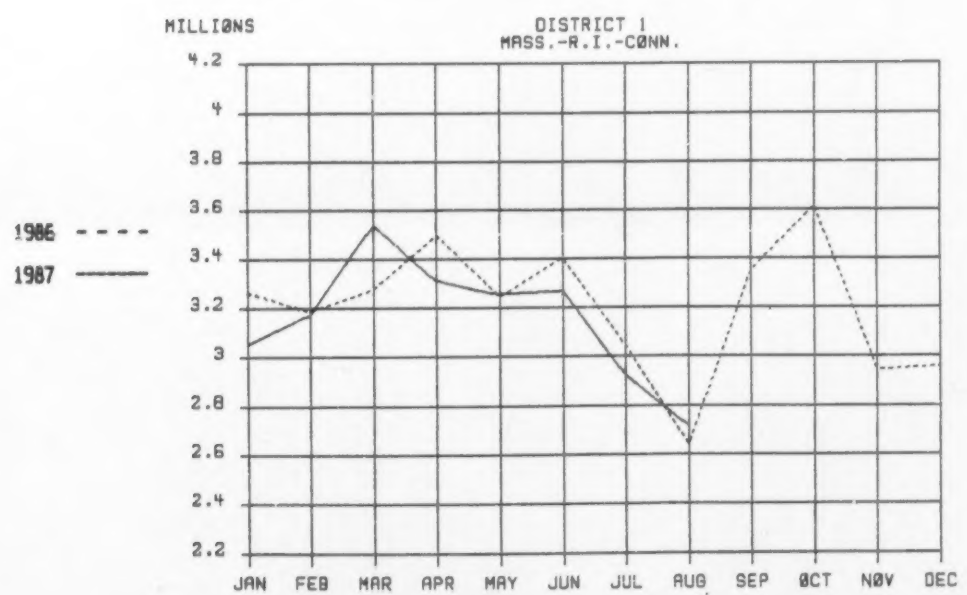
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	325698.7	333828.3	2.5	100.0	100.0
Dist. 1	25561.9	25253.8	- 1.2	7.8	7.6
Dist. 2	34988.5	33591.5	- 4.0	10.7	10.1
Dist. 3	58853.7	61587.0	4.6	18.1	18.4
Dist. 4	44108.1	41853.7	- 5.1	13.5	12.5
Dist. 5	18549.0	18633.4	0.5	5.7	5.6
Dist. 6	53619.0	59663.0	11.3	16.5	17.9
Dist. 7	44192.4	45552.3	3.1	13.6	13.6
Dist. 8	18012.8	18614.2	3.3	5.5	5.6
Dist. 9	27813.2	29079.3	4.6	8.5	8.7

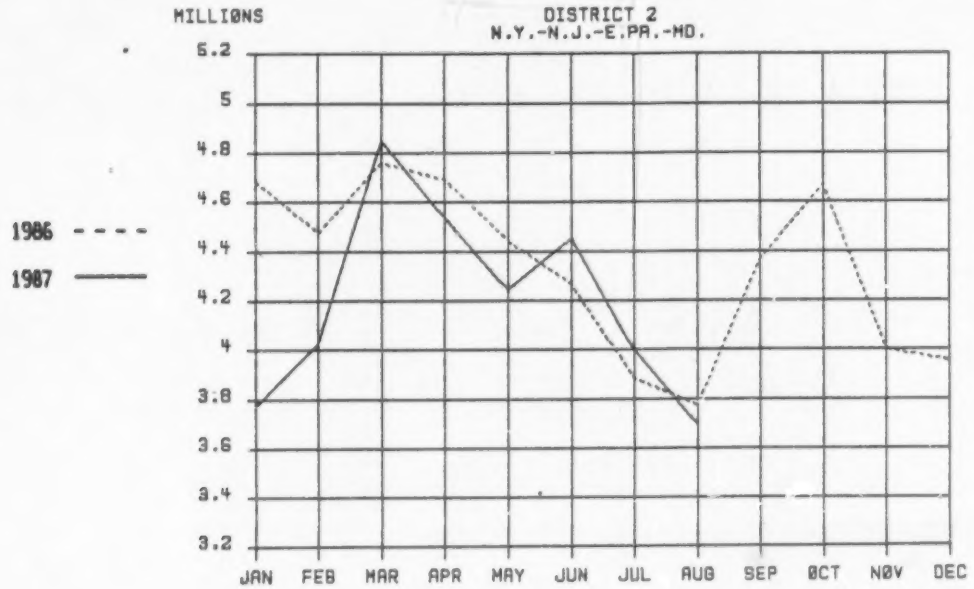
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



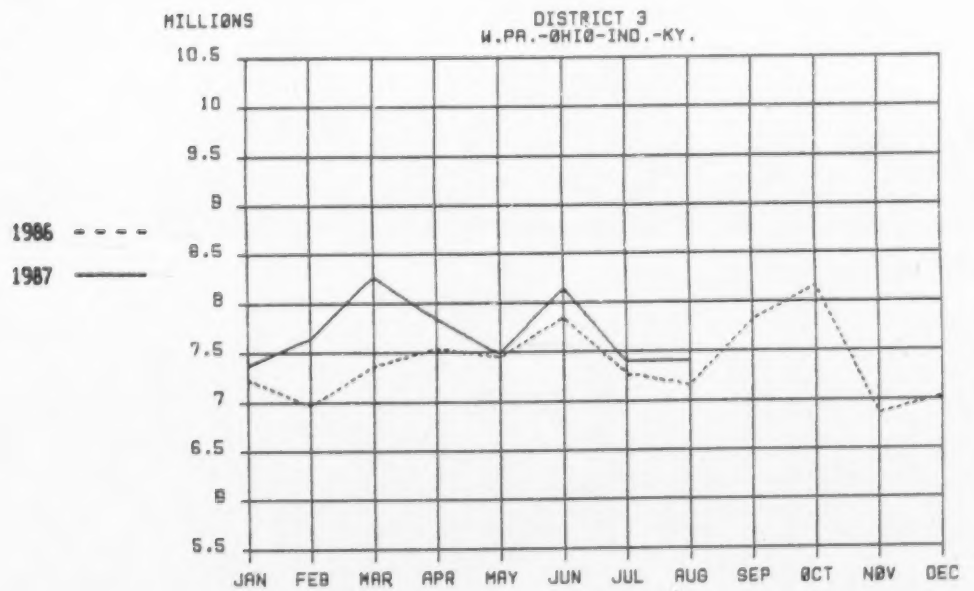
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.6	2.0	8.5	-1.4	-0.9	6.1	5.9	7.4				
% Change	Cumulative	-6.6	-2.4	1.3	0.6	0.3	1.3	1.9	2.5				



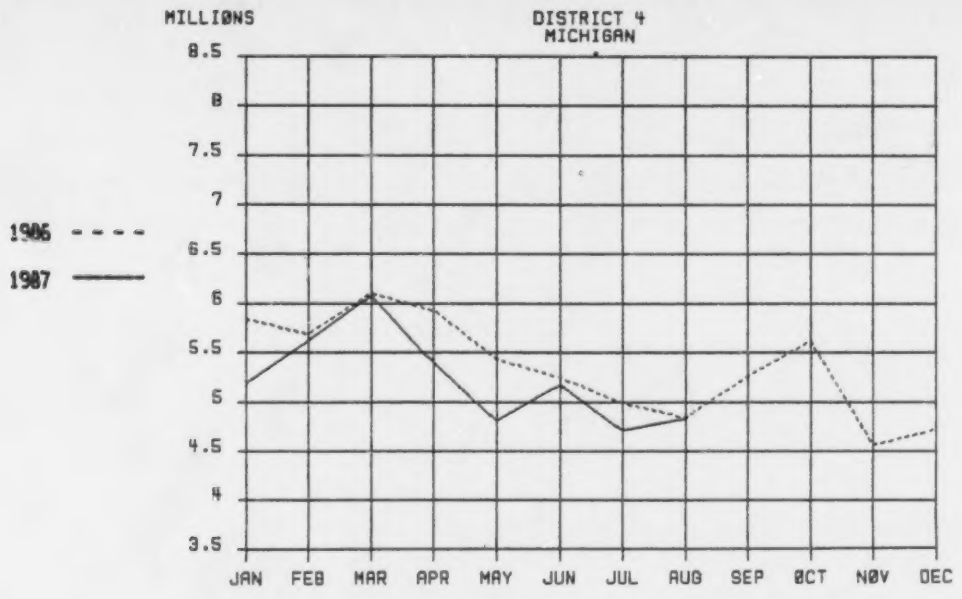
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8				
% Change	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2				



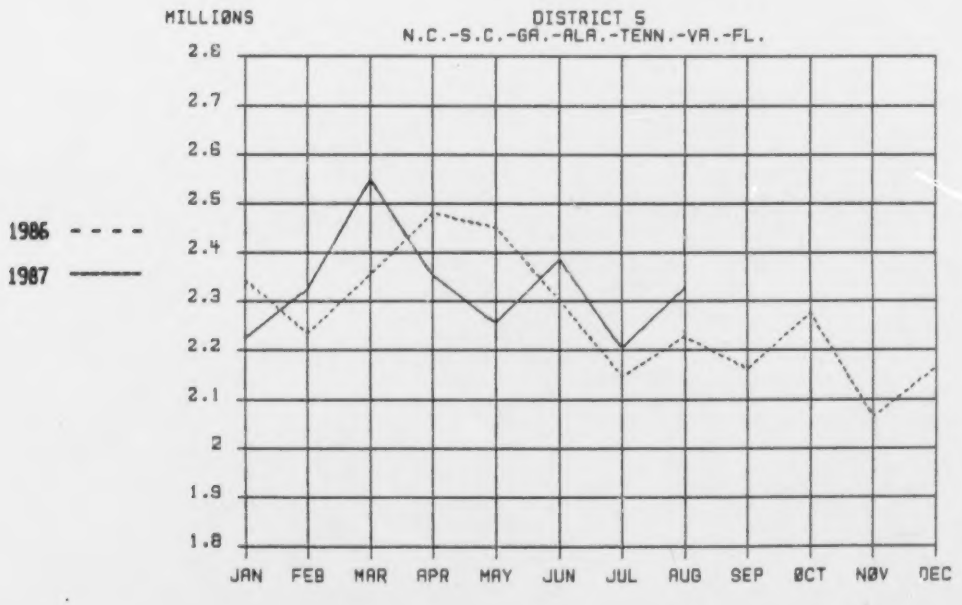
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1				
% Change	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0				



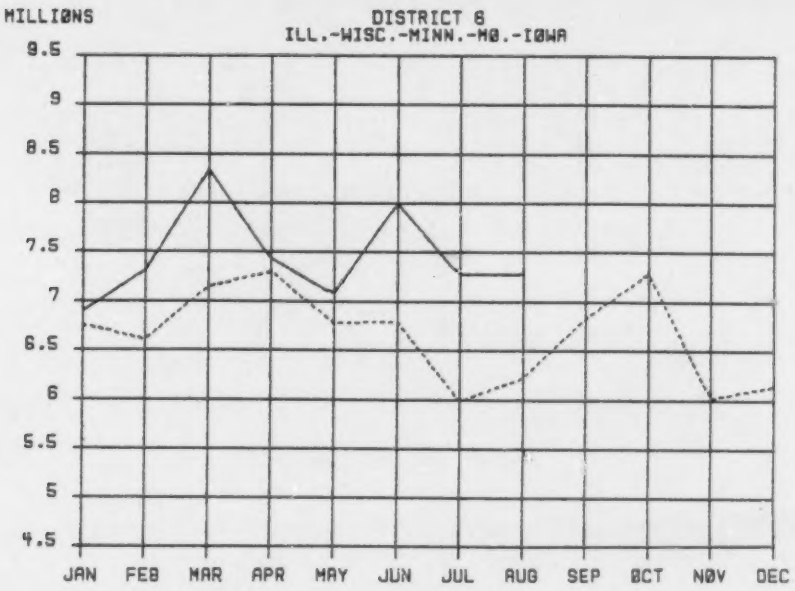
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4				
% Change	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3				
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1				



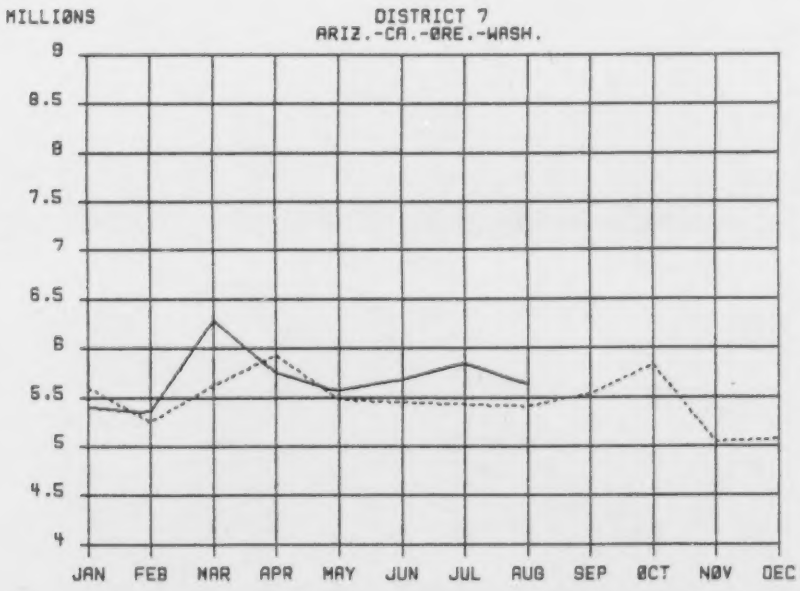
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4				
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5				



1986 - - - -

1987 ———

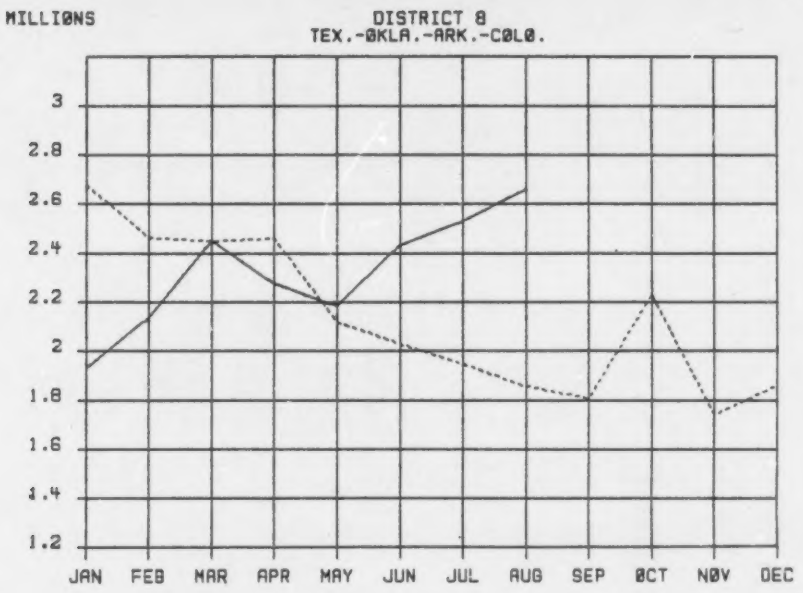
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	1.9	10.7	16.7	1.8	4.6	17.8	21.7	17.0				
% Change	Cumulative	1.9	6.2	9.9	7.8	7.2	8.9	10.5	11.3				



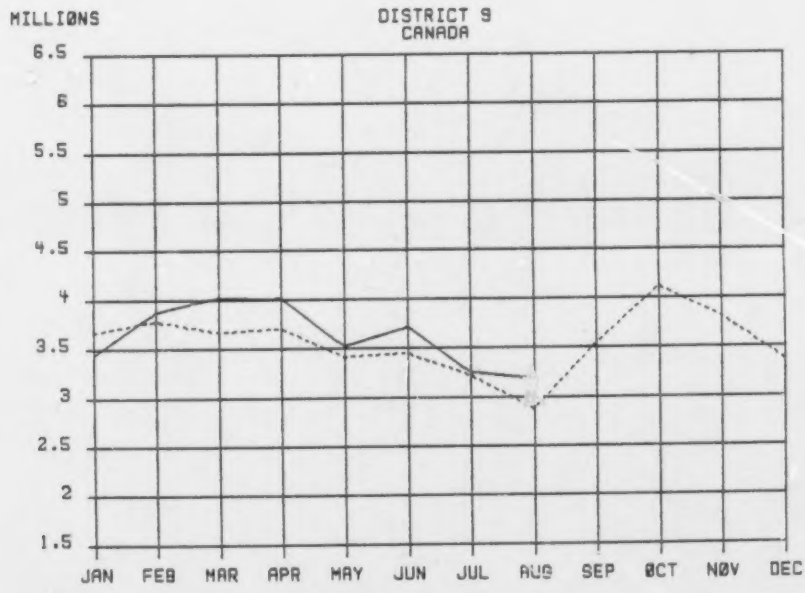
1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2				
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3				
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2				
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6				

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 3.3% INCREASE IN BILLINGS FOR FIRST THREE QUARTERS OF 1987

Sales for the January-September 1987 period reached $375.7 million compared to $363.7 million in 1986.

For September Commercial Heat Treaters had billings of $43.6 million, up 7.8% from the September 1986 total of $40.4 million. The 1987 autumn climb in sales is marked by a 9.7% increase from August to September.

Eight MTI districts improved their performance over September 1986. After three quarters, three districts remain below their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Sep 87 vs. Sep 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	2.2	- 0.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	5.0	- 3.0
3	South Central (W. PA-OH-IN-KY)	0.9	4.2
4	Michigan	- 2.0	- 4.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	14.2	1.9
6	North Central (IL-WI-MN-MO-IA)	18.2	13.8
7	Pacific Coast (CA-AZ-ORE-WASH)	1.1	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	48.6	7.5
9	Canada	13.1	5.5

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1987

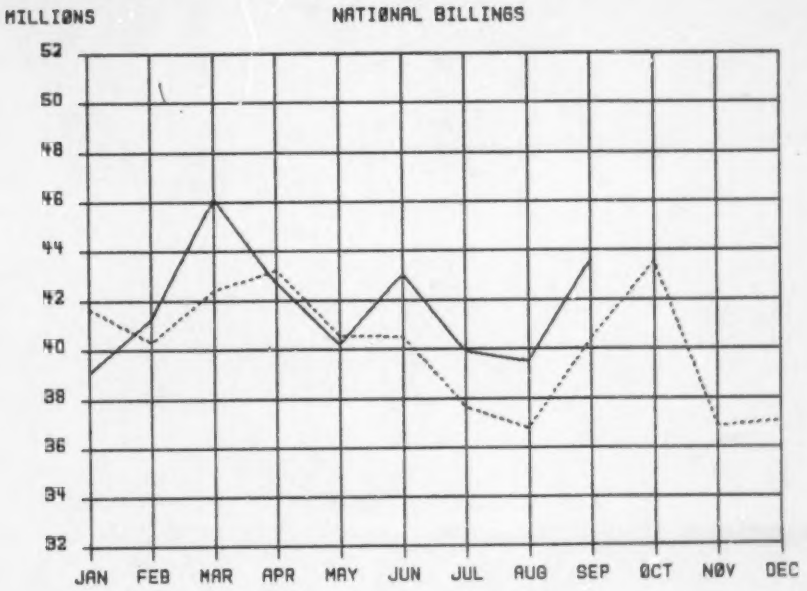
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	40446.3	43614.2	7.8	100.0	100.0
Dist. 1	15	3350.1	3423.0	2.2	8.3	7.8
Dist. 2	42	4370.6	4587.6	5.0	10.8	10.5
Dist. 3	61	7814.2	7882.4	0.9	19.3	18.1
Dist. 4	32	5267.4	5164.1	- 2.0	13.0	11.8
Dist. 5	24	2163.0	2471.0	14.2	5.3	5.7
Dist. 6	50	6582.6	7782.5	18.2	16.3	17.8
Dist. 7	34	5535.8	5595.2	1.1	13.7	12.8
Dist. 8	22	1808.9	2688.1	48.6	4.5	6.2
Dist. 9	23	3553.8	4020.2	13.1	8.8	9.2
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	363679.9	375703.2	3.3	100.0	100.0
Dist. 1	28912.0	28676.9	- 0.8	7.9	7.6
Dist. 2	39359.1	38179.1	- 3.0	10.0	10.2
Dist. 3	66667.8	69469.4	4.2	18.3	18.5
Dist. 4	49375.5	47017.8	- 4.8	13.6	12.5
Dist. 5	20712.0	21104.4	1.9	5.7	5.6
Dist. 6	57736.5	65706.2	13.8	15.9	17.5
Dist. 7	49728.1	51147.5	2.9	13.7	13.6
Dist. 8	19821.7	21302.3	7.5	5.5	5.7
Dist. 9	31367.1	33099.5	5.5	8.6	8.8

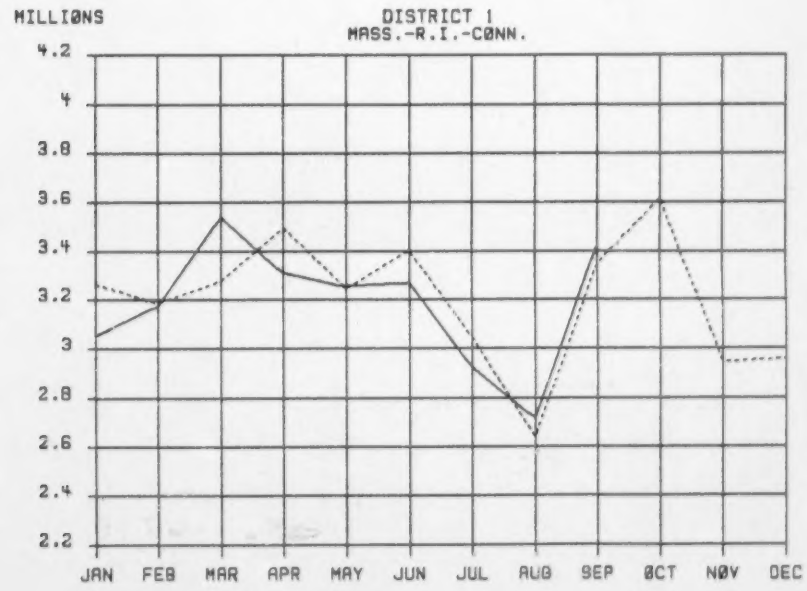
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



1986 - - - -

1987 ———

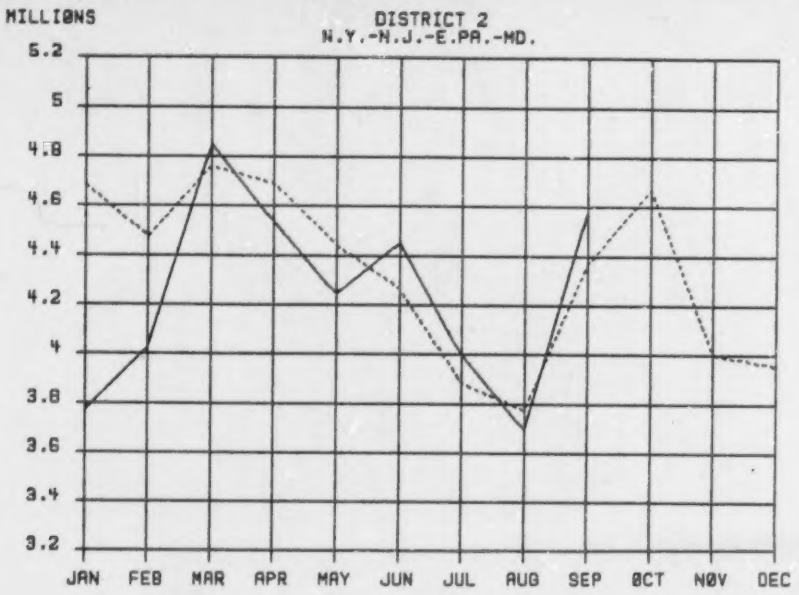
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8			
Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3			



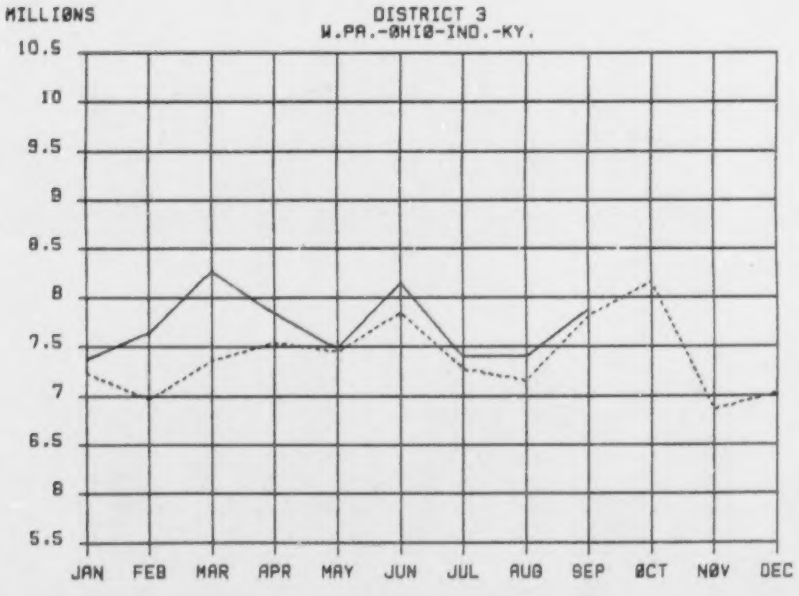
1986 - - - -

1987 ———

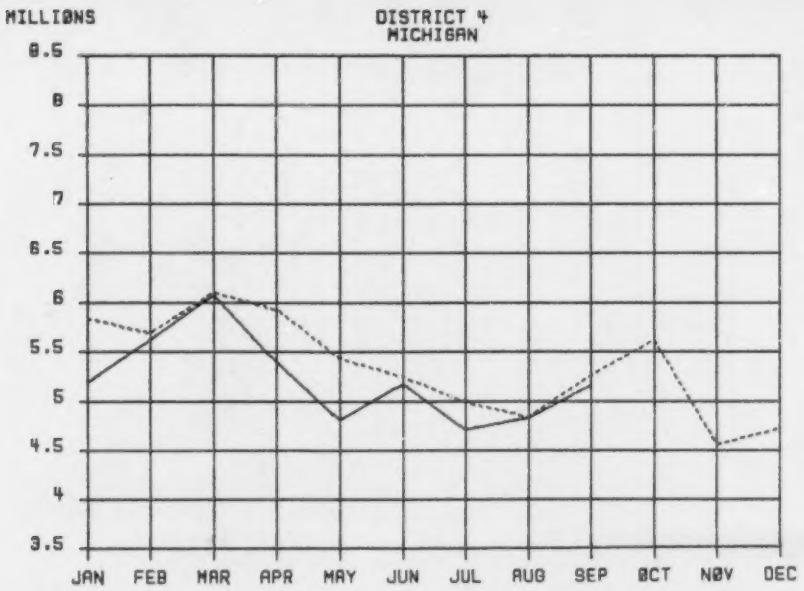
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2			
Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8			



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0			
	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0			



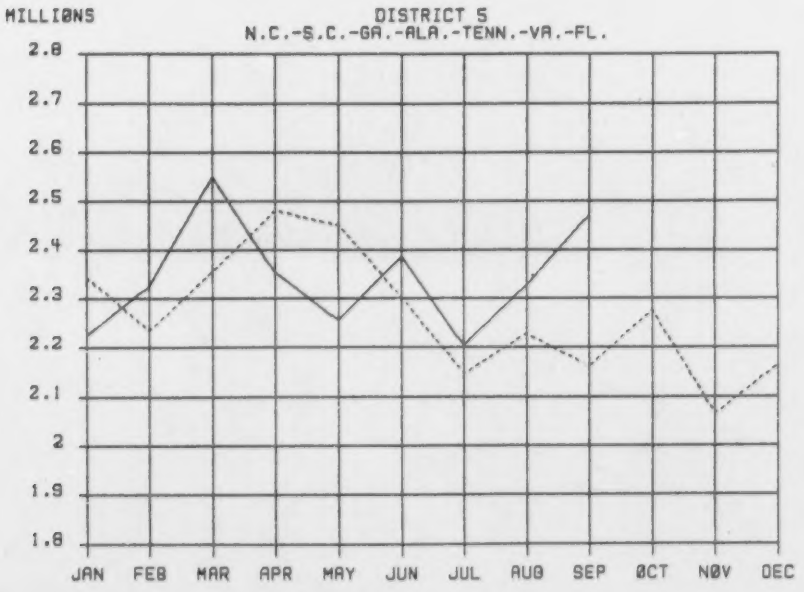
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9			
	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2			



1986 - - - -

1987 ———

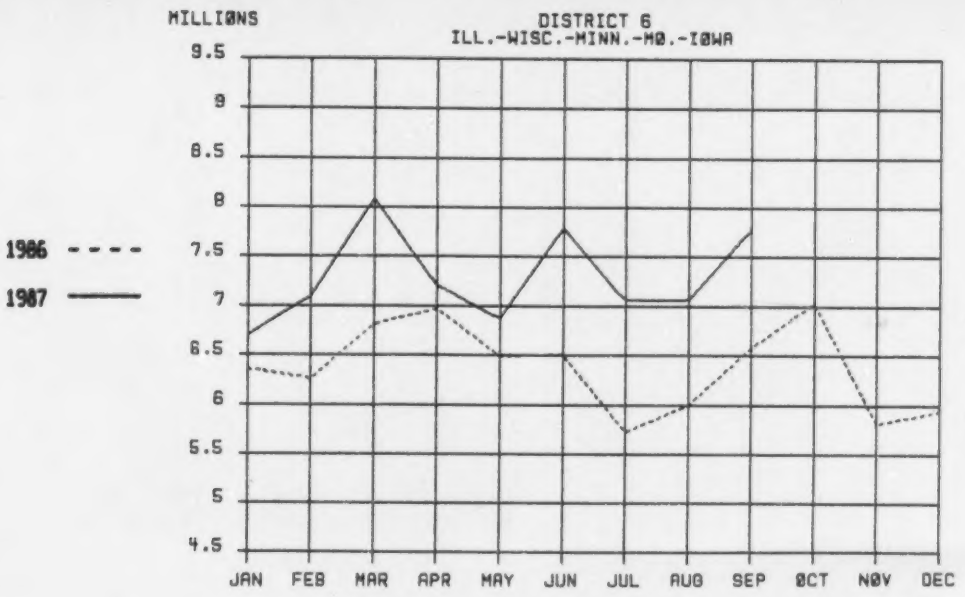
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0			
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8			



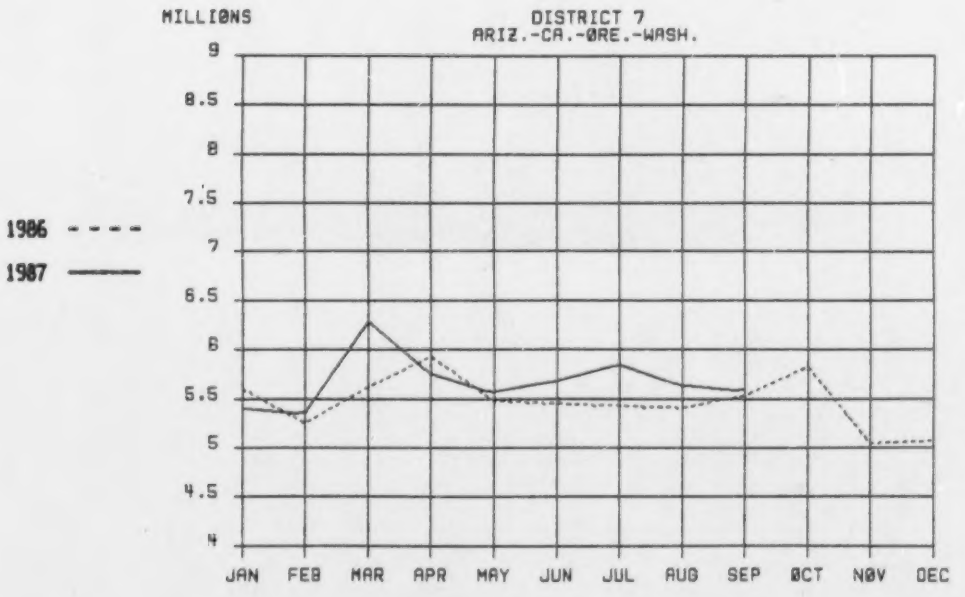
1986 - - - -

1987 ———

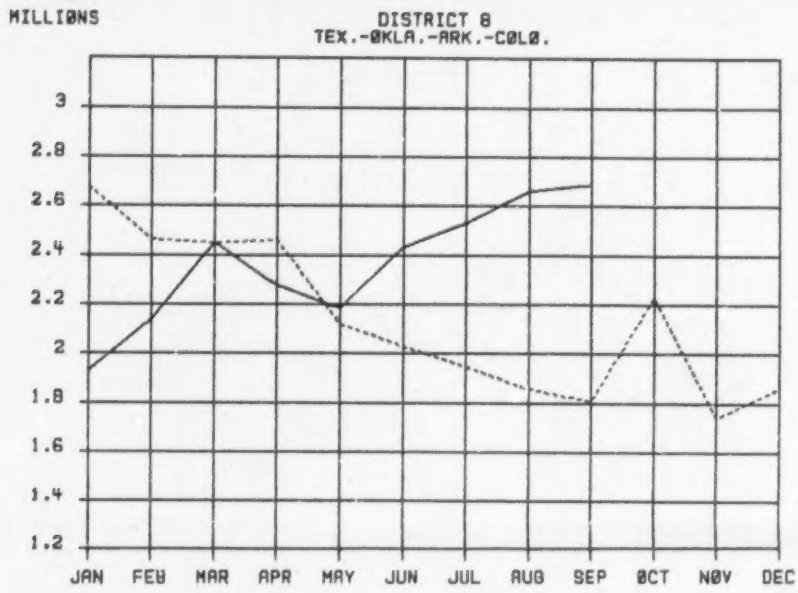
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2			
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9			



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2			
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8			



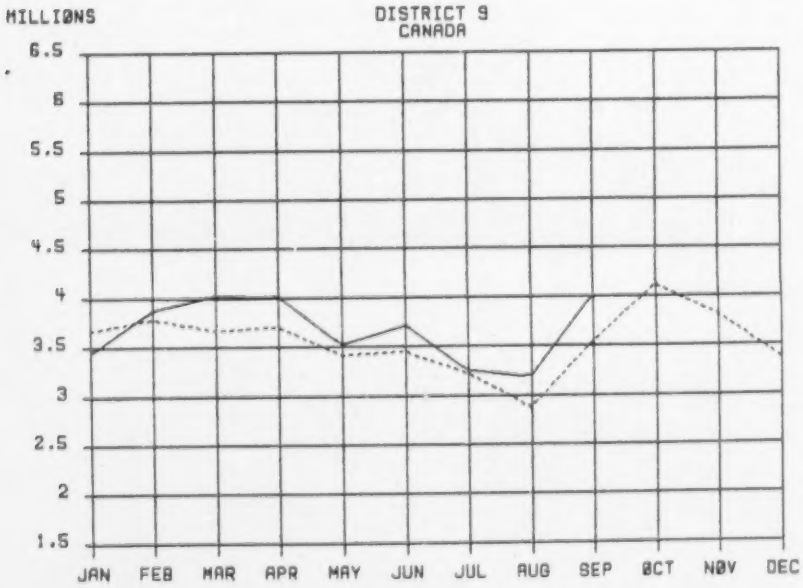
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1			
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9			



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6			
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5			



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1			
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5			